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Discover Slovenia

November 2018



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KRKA, d. d., Novo mesto
Development of Film-Coated Tablets with a
Crystalline Form of Etoricoxib and a Process for
Preparing Its Polymorphic Form I



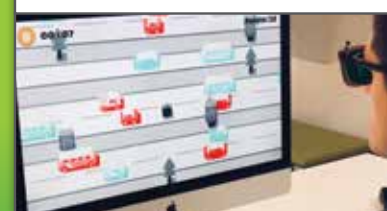
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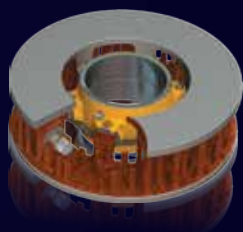




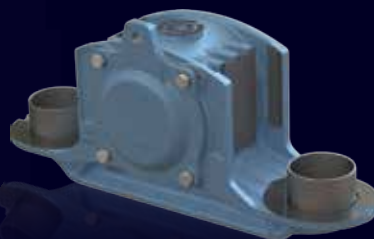
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Discover Slovenia

November 2018

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Every Beekeeper Should Visit Slovenia

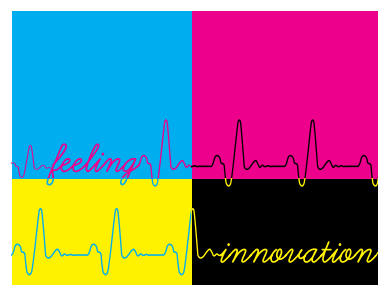
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Mobility Components & Systems



Power Engineering



Engineering & Technology Systems

KOLEKTOR

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At the Heart of Europe

I feel Slovenia. My way.

This is the new slogan that will be used to promote Slovenia as an exclusive, boutique tourist destination. As they say in Slovenia: "Dober glas seže v deveto slovensko vas" – which translates, more or less, as "Good news travels fast". For several years, Slovenia has seen exceptionally high growth in the number of foreign tourists, tourist revenues and number of overnight stays – in fact, it has some of the highest growth indices in Europe. Tourists value Slovenia for its superb natural beauty, unspoilt nature and excellent boutique range of experiences, both culinary and non-culinary. Above all, they feel safe and welcome. Slovenia plays the role of host extremely well, something that an increasing number of foreign firms setting up in Slovenia acknowledge. Although taxes in Slovenia are not the lowest in the EU, they are still considerably lower than in the developed countries of the EU. The country has numerous direct aid programmes for new investments, along with excellent infrastructure, a highly skilled workforce and a very stable social structure. The European market and European regulations provide massive potential for enterprise development.

The domestic market is small and boutique, which means that Slovenia depends on exports. If business that generated low value-added and competed mainly on price accounted for the majority of exports a decade ago, exporters today are the most profitable and innovative part of the Slovenian economy. Centres of excellence are springing up in collaboration with development institutions, with top scientists working alongside company-based researchers to develop new solutions for large numbers of global customers.

Although tourism is a very important sector of the economy, Slovenia remains primarily an industrial country, with industry accounting for the third-highest share of GDP of any country in the European Union. Industrial companies are also responsible for the bulk of exports, and the main markets are the EU, Russia and the countries of the Far East. The most important sectors are the car industry, pharmaceuticals, the household appliance manufacture, machine and installation construction, and the wood industry. Although large companies generate the majority of exports, Slovenia has developed a large number of family-owned firms over the last ten years. As the gazelles of the business world, these smaller firms are raising the value-added of their products and services, and using innovation and development to

secure an increasingly important position on many global markets.

Slovenia's position at the heart of Europe makes it an extremely important intersection for different modes of transport. The Port of Koper is the most important port in Central Europe, an indispensable link between the car, machine, chemical and electricity industries of that region and the rest of the world. In this area, Slovenia is also beginning a new investment cycle to expand and modernise the flow of and ease of access for freight, the volumes of which are growing unsustainably in this part of Europe as a result of rapid economic growth.

The Slovenian state is a complex beast, and the business world are fond of saying that it still imposes too much regulation on the economy. However, the economic climate is improving despite this – and indeed, the state has also been responsible for developing mechanisms for promoting smart specialisation, bringing science and business together and encouraging new investment. In Slovenia, work is a value with historical roots. In this Alpine and hilly environment, work has always had to be grabbed with both hands if a person is to survive. Today, Slovenia has one of the highest percentages of university graduates, while technical professions are again becoming more popular with the younger generation.

The slogan for Slovenian tourism used to be "On the sunny side of the Alps". The sun and the proximity of the Mediterranean are perfect illustrations of Slovenia's openness and the promise the country holds for high-quality development in the years to come.



Photo: Barbara Reya

Samo Hribar Milič
Editor-in-chief

Innovative measuring instruments help customers develop top products

A producer of measuring instruments supported by superlative software, DEWESoft helps its customers even in the development stage to create competitive, safe and reliable products.

DEWESoft, based in Trbovlje, has been in operation for 18 years and is among the world's leading manufacturers of measuring instruments. Their innovative solutions help leading aviation, vehicle, transport, construction and energy companies to develop products even before their initial installation. A number of world-leading companies use their products, among them Nasa, Boeing, Škoda, GM, Audi, Toyota, Bridgestone, Caterpillar, Valeo, Rolls Royce, Honeywell, Harley Davidson and Lockheed Martin.



From software beginnings to comprehensive solutions

By using its resources and carrying out extensive testing, DEWESoft enables manufacturers in the development stage to develop products to an extent where we can say that they are of top quality, safe, reliable and suitable for use. Their comprehensive solutions in the field of measuring technology comprise the high-performance DEWESoft software package, which makes it easy to capture and analyse data.

In 2000 they entered the market as a software company offering the DEWESoft package. In the period from 2008 to 2014 the company started manufacturing its own line of instruments, in this way linking a knowledge of computing and measuring technology, which enabled them to make products that together with the software



package offer development laboratories exactly what they need – a complete solution. Today the company's production range numbers 45 innovative products. The versatility of these products, in conjunction with a superb software package, makes them among the most innovative available on the market.

DEWESoft has focused on the development of tailor-made products that require close cooperation with customers. The solution begins with the products having robust mechanical housing, while the interior contains top electronics that enable outstanding and reliable measurements. All of this is supported by the software package.

A worldwide presence

The company is based in Trbovlje, which is also the location of its development of the software package and electronics, and complete and CNC production. Over the years it has gained a presence on markets in more than 40 countries worldwide. Its has subsidiaries in Austria, Germany, the UK, Russia, China, Sweden, France, India, the USA and Singapore. There are also distributors located in every country in the world.

"Through sales in 50 countries worldwide we effectively cover the majority of industrially active areas. We have yet to explore the Middle East and Africa, and in the future we might also focus on Canada and Argentina.

We anticipate further growth through new features in the technological field and not so much by expansion into new markets," emphasise the DEWESoft managers.

Growth into the future

There is also a very clear picture of what DEWESoft will look like in 2023. It will not change significantly. In Slovenia it will employ over 100 people, and around the world they expect the sales network to at least double in size. Given the new focus in product development they expect turnover to be considerably greater than it is today.

"Current economic growth will not last forever, and in view of the indebtedness of countries and devaluation of currencies we can expect measures that will not work beneficially on the economy, so we must be especially cautious in planning operations in future years. Even today we need to carefully consider and design plans so that in the coming years companies will operate with stability," say the DEWESoft managers.

One move that increases security and stability has of course been enabling employees to own a stake in the company. Today the company is owned by 50 employees. They are now forging their own future and wish to continue doing so.



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Slovenia

Official name: Republic of Slovenia

Capital city: Ljubljana

Government: Parliamentary Republic

State President: Borut Pahor

Prime Minister: Marjan Šarec

Local government: 212 municipalities, of which 11 have urban status; 12 statistical regions, which are grouped into two cohesion regions – Western and Eastern Slovenia

Area: 20,273 km²

Population: 2,067,284 (1 April 2018)

Location: bordered by Austria, Italy, Hungary and Croatia; excellent connections with all European markets

Currency: Euro

GDP per capita: EUR 20,815

Projected growth for 2018: 4.2%

(Analytics CCIS)

Time zone: CET (GMT+1), and CEST (GMT+2) in summer

Official languages: Slovene, together with Italian and Hungarian, respectively in the areas with Italian and Hungarian minorities.

Source: Statistical Office of the Republic of Slovenia



Photo: Depositphotos

Official
gateway to
information
on Slovenia.



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Proof That Our Highly Ambitious Goals Are Achievable

There's an old saying: you can't change the direction of the wind, but you can adjust the sails to get where you want to go. The Slovenian economy has taken this saying to heart in recent years, turning itself from the 'sick man' of the EU to one of the stars of the continent's economy. Very quickly, the investments made in development and new markets, and in people and skills have borne fruit. For the fifth year in a row, the country has generated above-average growth – over 4% on average. And the story will be the same this year, too. We have increased profitability, value-added, exports and the number of people in work. Following government support in the form of a smart specialisation strategy and series of programmes, cooperation between science and the economy has improved. There has been an increase in the influx of foreign investors, with numerous internationally established and successful companies coming to the country, realising as they do that conditions in Slovenia enable them to further develop their business.

Why do business with Slovenia and why does it pay to invest here? First of all, there is Slovenia's excellent transport infrastructure and geographical position. The Port of Koper is a window on the world for many companies in the region. The second reason in favour of investment is the fact that the country offers a highly qualified workforce at all levels, with the majority speaking one or more foreign languages. The country is open to new investments, the formerly protracted procedure of acquiring permits has been simplified, and the Investment Promotion Act has opened the door wide to even swifter economic development. Moreover, overall taxes are lower than the EU average. Slovenia is also a safe and pleasant country in which to live and do business, and the quality of public services exceeds the European average. Political stability and a competitive business environment have a positive effect on credit rating stability – all of which justifies our optimism regarding the future.

Of course, the world around us is changing all the time. We can choose to see those changes as something positive, as an opportunity worth exploiting, and as a challenge that inspires us and propels us forward. Over the last 20 years, we have witnessed exceptional technological advances that have brought with them changes to the social and societal environment. These have been negative as well as positive – much like the industrial revolution of

the 19th century. We cannot overlook this fact – we simply have to accept it. In the business world, we are responding to these changes with innovation, which is becoming the fundamental and most important part of our operations. Innovation is not limited merely to the search for new, revolutionary solutions; instead, it is incorporated into every change to the way we think and behave, bringing forward more effective solutions to any given problem. Every year the Chamber of Commerce and Industry of Slovenia gives out awards for innovation. It's not just that we have superb innovations worthy of a Gold Award, for in every environment and every sector, innovation produces excellent results – for products as well as for processes and services.

The progress that Slovenia has made should be obvious. The country's credit rating is improving, and key institutions and enterprises now have access to funds under global terms. The business environment is also becoming more orderly and regulated. The state is supporting new investments with new financial measures as well as by "de-bureaucratising" procedures for obtaining permits for the construction of new facilities and for doing business. Slovenia is investing a considerable amount in developing workforce skills and in the digital transformation of business.

Slovenia has ambitious goals: to generate economic growth that exceeds the EU average and maintain stability and social sustainability. To catch up with the most developed countries in the EU. Business is proving that these highly ambitious goals are achievable.



Boštjan Gorjup
President of the Chamber of Commerce
and Industry of Slovenia

Photo: Zare Modic



**Professional services
that benefit
your business.**

Interservice d.o.o. Koper, a logistics company with more than 25 years of experience, boasts an AEO Certificate, a Triple A creditworthiness certificate and a certificate for the import of organic products. The company is based in Koper, where it has two branch offices. It also operates a third unit at Ljubljana's Brnik airport.

The company offers all types of transport:

- shipping (container)
- air (smaller items)
- land transport organisation

**We are a professional team with
considerable experience in**

- import/export
- customs clearance of goods
- tax representation
- transshipment of all types of goods
- issuing documents required for customs brokerage
- arranging transport
- other accompanying haulage activities





Photo: Depositphotos

Slovenia, the European Union's Current Star Performer

The highest growth in a decade retains a good balance between domestic and foreign demand.

Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

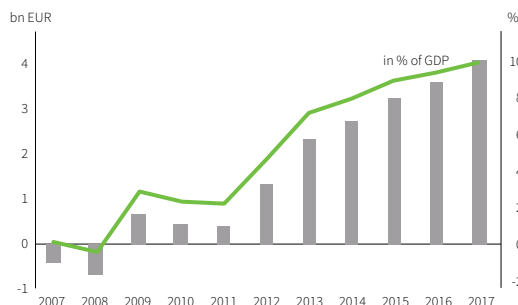
The Slovenian economy has been strengthening over the last four and a half years. Real economic growth stood at 4.6 percent in the first half of 2018 (seasonally and calendar adjusted), which is double the long-term growth assessment. This growth is double the average for the EU-28 (2.3 percent) and the third highest in the EU-28. In the second half of 2017, Slovenia exceeded the development level of 2008. Following the growth in consumption, only investments in fixed assets remain below the pre-crisis level, which are a third lower, in real terms, than ten years ago, when Slovenia was in the midst of a construction boom. According to the most recent current forecasts by Eastern European Consensus, economic growth is expected to reach 4.4 percent in 2018 and 3.4 percent in 2019. The estimates for 2018 are in the 3.9–4.9 percent range. The cooling of the euro area's economy in the second quarter of 2018 has had an insignificant impact on reducing the estimate.

The likelihood of high economic growth in 2018 is further increasing on account of a favourable cycle in the export climate in the main European markets, low interest rates, which are encouraging purchases of vehicles and real estate, and the double election

year (parliamentary and local). This last factor should boost municipal spending. The upward pressure on wages in the public sector is strengthening, particularly among strong interest groups and lower-paid civil servants; this is forecast to further encourage growth in wages across the board as well as growth in lending. Slovenian consumers are more optimistic than at any time in the last 20 years.

GDP growth stood close to 5% in 2017 and to 4% in 2018.

Trade balance (goods & services)



Export Growth Double That of the EU Overall

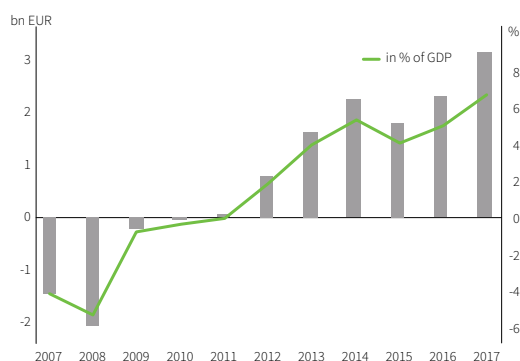
The Slovenian economy is primarily exposed to EU markets on the export side: they account for three-quarters of its exports, which is equivalent to more than 80 percent of GDP. Growth in merchandise exports stood at 11 percent in the first half of 2018, which was double that recorded by the euro area and the EU-28 and similar to the figure recorded in 2017. In the first half of the year, industrial production rose by 7.3 percent, the highest rise since 2011. Growth in exports of services stood at 9 percent, primarily as a result of a successful tourism season, good performance by the transport sector and new business abroad for construction firms.

Slovenia's Economy Is Solvent, with Low Levels of Debt

Slovenian firms have firmed up their balance sheets and undertaken structural clean-up over the last decade. The net debt to EBITDA ratio declined from 6 to less than 3, while cash now accounts for 6 percent of assets. Value-added per employee exceeded EUR 43 thousand, primarily as a result of lower prices of the input commodities that Slovenia's export economy needs for production purposes. ROE exceeded 8 percent, while firms earmarked 5.2 percent of sales revenues for investment in 2017. Investment activity can be expected to strengthen further, having been more than one percentage point down on its long-term average in recent years. In addition to investments in machinery and transport equipment, investments in commercial real estate will also increase considerably.

Labour productivity increased from EUR 34,000 to over EUR 43,000 in ten years.

Current account balance



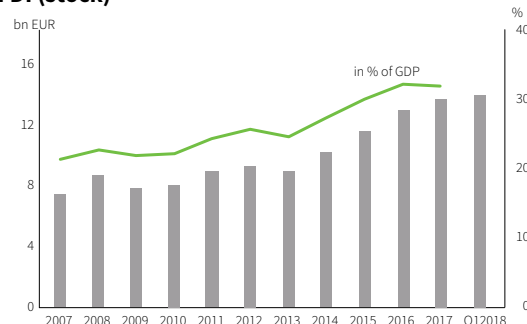
Consumers Have Woken Up

After a two-year lag relative to the EU overall, domestic consumption in Slovenia is again recovering, which is primarily attributable to more favourable dynamics on the labour market. According to survey figures, employment was up 3 percent in the first half of 2018, and it has reached its highest point since 2008. The employment of foreign nationals is rising, coinciding with the rapid growth in construction and manufacturing.

An increasing number of firms (40 percent of all enterprises) are citing problems with hiring qualified workers and are planning significant levels of new

recruitment in the coming months. The surveyed unemployment rate (ILO methodology) fell to 5.6 percent in July, 2.2 percentage points lower than the figure for the euro area and the lowest since 2009. The unemployment rate stood at 4 percent before the crisis, rising to 11 percent at the peak of the crisis.

FDI (stock)



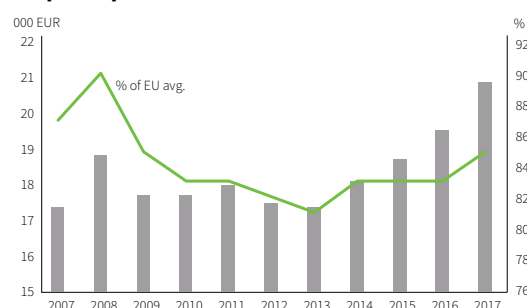
Wage Growth Increasing, Real Estate Prices Rising

In the first half of 2018, average gross wages were 3.6 percent and net wages 3.1 percent higher. Gross wages rose by 2.8 percent in the state sector and by 4.2 percent in the private sector. Last year's rise is attributable in part to the fact that special payments, performance-related bonuses and certain additions to wage packets (the "14th month") have exceeded income tax (up to the level of the average wage).

The increase in household consumption is largely attributable to a rise in employment and higher wages, while household deposits are also rising (+6.4 percent in year-on-year terms in June 2018). Growth in borrowing remains moderate (2.5 percent for corporate borrowing and 6.7 percent for household borrowing, which is less than the nominal growth in GDP). Year-on-year growth in housing loans stood at 4 percent and in consumer loans at 12 percent in the second quarter of 2018.

We are not yet able to say that prices on the real estate market have reached record levels: prices have only been increasing over the last two and a half years (albeit slightly faster than elsewhere). Prices rose by 10 percent in the last quarter of 2017, almost double the rate recorded across the EU-28 (5.8 percent). Prices in Slovenia are still 8.8 percent lower than they were in 2008, while they are already up 9 percent in the EU-28. Household indebtedness is also below

GDP per capita



R&D expenditure (mio EUR)

average, as the average household is able to repay its financial debt by means of its half-yearly earnings, while households across the euro area require their full annual earnings.

Government Deficit Successfully Reduced

The Slovenian state budget deficit is narrowing faster than previously forecast on account of the rapid nominal growth in GDP. According to the Ministry of Finance's second estimate, the surplus stood at EUR 13 million in 2017, and is expected to increase further this year to EUR 163 million (0.4 percent of GDP). General government debt is expected to be EUR 32.3 billion, and to fall, in relative terms, to 69.3 percent of GDP, chiefly as a result of expected growth in nominal GDP in 2018. Slovenia has recorded a primary surplus (pre-interest payments) since 2015 and a secondary surplus since 2017. Nevertheless, according to European Commission estimates, the structural deficit is set to increase further, as the current high

economic growth has masked a lack of serious long-term reform to tackle the rise in spending on pensions and healthcare.

Inflation remains low for the time being, despite the positive domestic economic climate, but did rise in the first half of the year. Similar to prices in the euro area, prices (HICP) rose by 1.7 percent in the 12 months to July 2018, while year-on-year growth was over 2.1 percent, chiefly as a result of the rise in food, energy and education prices. High demand for workers in the private sector could lead to higher growth in wages and prices (i.e. service price inflation) in the coming months.

The ILO surveyed unemployment rate fell to below **6%.**

GDP growth

50
years
1967-2017



We are a family business with 52 years of history. Mr. Jože Melanšek started his small craft business in 1967. As the company grew through time, we went from plastics moulding, to production and assembly of ink cartridges and later on to a full production of writing instruments, mainly exported to German market. In 1992 Mrs. Petra Melanšek joined the company and quickly learned from her mentor. She penetrated new markets all over the world such as UK, France, US, Argentina, Italy and even UAE and Northern African countries. At the break of the century our flagship products became fountain pens. We developed our own feeding system, which set new standards in the industry. Our "family" grew to more than 70 workers and we became a renowned supplier for premium quality brands.

Since then we grew and developed further with our honoured customers, so today our products are present in almost 40 countries around the globe and we have 95 employees. We achieved our biggest revenue to date. We are proud to be one of the leading manufacturers of fountain pens, roller ball pens, ink, ink cartridges, ink eradicators and fibre pens in Europe. Our customers are top writing companies and brands all over the world. Our development is based on good business relationships, innovative ideas, quality and flexibility. We are proud that we have already third generation in our family business, which gives us good base for the future.

We create for those who write...

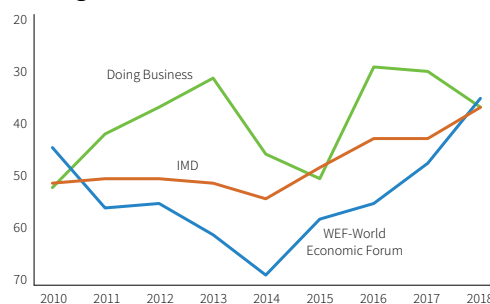
We are very interested to re-enter in new markets. We firmly believe that maybe YOU who are reading this article are the best persons with an option for a successful partnership. We can offer you products from our own range or develop completely new products for you. We would love to welcome you in Slovenia if you wish to see the production and products ourselves. If you are interested in cooperation, do not hesitate to write or call us and we will arrange a shipment of samples for you to analyse.

Trade War an Indirect Threat

The main risks to the Slovenian economy relate to the sustainability of the favourable trends in exports, and particularly to the threat of trade wars. There are considerable unknowns with regard to the speed of the transition from diesel-powered vehicles to electromobility, as well as other political uncertainties connected with the EU single market, and particularly to the free flow of goods at the EU's internal borders. This is of very great importance to Slovenia's transport sector (port, railways, freight transport). The renewal of faster growth in labour costs resulting from the growth in domestic demand (construction and real estate) could gradually weaken the export competitiveness of the Slovenian economy. This is currently high, with the current account surplus still standing at over 6 percent of GDP.

As Slovenia is a small, open economy, the EU single market, the euro and the four freedoms (free movement of goods, services, labour and capital) are key performance determinants for Slovenian exporters. Owing to its integration into global value chains via Germany, it is important for the global flow of goods to remain as free as possible. Owing to the Slovenian economy's integration into global value chains, every Slovenian citizen has EUR 25,000 more than they had

Ranking



at independence (source: Bertelsmann). Slovenia has therefore exploited the growth in global trade well, although lower growth or even a reversal of growth could lead to a decline in living standards.

Sources: Bank of Slovenia, Statistical Office of the Republic of Slovenia, Doing Business, IMD - World Competitiveness Rankings, WEF - The Global World Competitiveness Report



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Ever-Improving Skills and Qualifications

People with qualifications in natural sciences and technical fields are sought after.

Darja Močnik, Analytical Department, Chamber of Commerce and Industry of Slovenia

The average level of qualifications of the Slovenian population aged over 15 is good, and improving. Twenty-three per cent of the population aged over 15 have upper secondary or higher education and 52% have secondary professional education. It is mainly people in the 25–44 age group that have tertiary qualifications (53% of the total). The most sought-after people on the labour market are those with qualifications in natural sciences and technical fields, while there are sufficient numbers of graduates of economics, law and social sciences.

Education by age groups

	Total	Basic or less	Upper secondary	Tertiary
Age as of total	1,757,301	431,161	919,143	406,997
	100%	25%	52%	23%
15-19 years	93,598	78,302	15,296	0
20-24 years	102,222	11,820	76,110	14,292
25-29 years	123,848	8,200	67,407	48,241
30-34 years	140,803	9,904	73,714	57,185
35-39 years	156,809	12,471	84,360	59,978
40-44 years	152,605	16,947	85,256	50,402
45-49 years	146,679	23,647	83,294	39,738
50-54 years	155,160	26,382	94,053	34,725
55-59 years	148,636	34,449	85,179	29,008
60-64 years	146,515	45,341	78,015	23,159
65 + years	390,426	163,698	176,459	50,269

Inhabitants



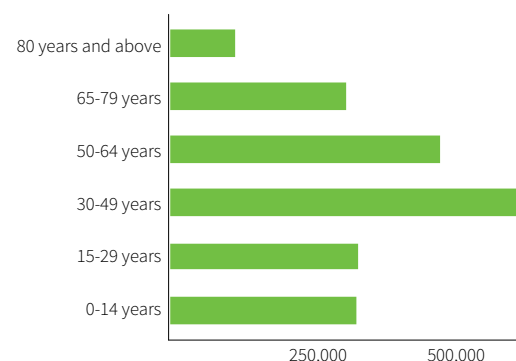
Citizens of Slovenia **1,945,005**

Foreign citizens **121,875**

There are approximately 311,000 people aged under 14 in Slovenia, or 15% of the population, while there are 401,000 people aged over 65. The leading age group in the country comprises those between 30 and 40. According to demographic projections, the proportion of older people will increase, while the solutions for the labour market lie in a longer working life, faster inclusion in the labour market and increased recruitment from the rest of the world in areas where there are shortages.

Of Slovenia's population of 2.07 million, 94% are Slovenian citizens and 6% are foreign nationals.

Age structure of inhabitants



Source: Statistical Office of the Republic of Slovenia



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TRUST PERSONAL CARE AND GLOBAL PRESENCE

*Your business.
Moving with us.*

T.P.G. = Trust, Personal care and Global presence

TPG Logistics was established and operates under principles which are evident from the very name of the company:

- Trusted by both its partners and customers
- Professional attitude in the quality provision of a personalised service, and
- Global, providing comprehensive world-wide coverage in relation to every requirement, including door-to-door.

TPG Logistics is a dynamic rapidly growing company with proficient staff who have the knowledge and make every effort to provide the best & fastest transport solution. Based on professional experience acquired over a number of years, TPG Logistics offers optimal solutions and competitive rates.

Primary Services

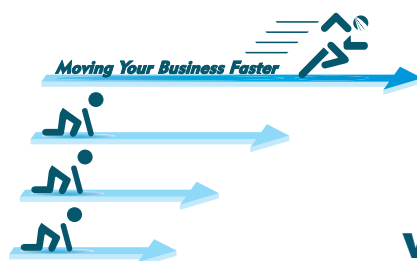
- Organisation of sea freight, air freight, groupage and truck transport
- Storage and distribution of goods
- Import and export with in-house customs clearance by a fully accredited customs agent, turning complicated customs documentation into a hassle-free process
- Provision of consultancy to clients in the attainment of optimal logistics solutions

TPG's subsidiary TPG Agent, offers a vessel chartering facility as well as the possibility to book project and bulk cargo capacities.

TPG also specialises in perishable cargos as well as other temperature-sensitive freight, in which the company also represents one of the largest partners of Luka Koper at the Port of Koper.

Advantages of TPG Logistics

- Offers maximum flexibility, providing customers with quick decisions and rapid responses.
- A successful company with 20% annual growth
- Trusted by an increasing number of customers, whose business is growing with that of TPG
- In relation to container throughput, one of the Slovenia's leading logistics enterprises
- Global presence through its partnerships with logistics service providers world-wide
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- Accuracy improved up to five times
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Current GDP Growth Double the Euro Area Average

The high growth in investments, exports and domestic consumption will continue at least through 2019.

Darja Močnik, Analytical Department, Chamber of Commerce and Industry of Slovenia

Slovenia's GDP has been growing since the final quarter of 2013, with growth averaging between 2.3% and 3.1% between 2014 and 2016. Growth was 4.9% in 2017, the highest level of the last ten years, falling back slightly this year. Growth reached 4.6% in the first half of 2018, thanks to a growth in investments and household consumption, and extremely favourable conditions for exports. Slovenia trailed the average of the EU-28 in terms of level of development until 2013, as a consequence of the euro area crisis, the bank recovery process and the over-leveraging of the corporate sector. Slovenia's GDP growth rate outstripped the average rate of the EU-28 by 2.5 percentage points in 2017 and by 2.3 percentage points this year.

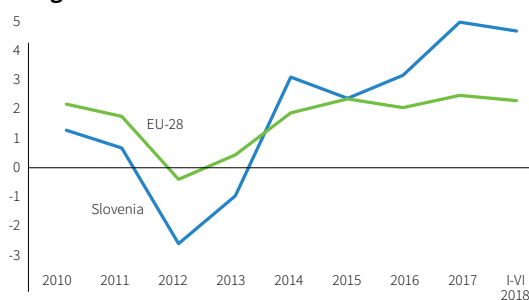
cost competitiveness. The current account surplus was slightly smaller than the trade surplus, primarily on account of larger payments of dividends to the rest of the world.

The level of FDI rose to EUR 14 billion in the first half of 2018 (EUR 320 million more than in 2017).

Slovenia has risen to 37th out of 190 countries on the Doing Business index in the last three years. It is 19th on the "Getting Electricity" ranking, 24th on the "Protecting Investors" ranking and 36th on the 'Registering Property' ranking.

Slovenia is 37th out of 60 countries on the IMD list and 35th out of 140 countries on the WEF list scoring highest for macro-economic stability, business dynamism, product market and innovation capability.

GDP growth rate



Sources: Statistical Office of Republic of Slovenia, Doing Business, IMD - World Competitiveness Rankings, WEF - The Global World Competitiveness Report

The current account has turned positive, rising from 0.2% of GDP in 2011 to EUR 3.077 billion (or 7.2% of GDP) in 2017. Last year the balance of trade was EUR 4.280 billion or 10% of GDP (compared with 1.2% of GDP in 2011). The current account surplus this year is EUR 1.763 billion, compared with EUR 1.417 billion in the first half of last year. The balance of trade turned positive after 2009, on account of reduced imports of goods for the purposes of construction investment, and also higher demand for Slovenian goods and services as a result of the improvement in



Hygienic and medical products that have provided care for generations

Tosama, a globally recognised, innovative and highly reputed company in Domžale, has been producing state-of-the-art hygienic and medical products for nearly a century.

“Our guideline when developing new products over the last decade has been to use natural materials as much as possible. Tosama therefore removed sanitary towels made of synthetic materials from its product range many years ago, and most of our tampons are made from cotton or organic cotton. Our latest ‘to.to’ range of childcare products are 100% natural, and we are also particularly proud of our wound care dressing, a state-of-the-art medical product made from honey and seaweed”, say sources at Tosama, at which 551 employees generated nearly EUR 36 million in net sales revenues in 2017, which is 5.6 percent up on the previous year.

Natural products tailored to the needs of the customer

Their most popular product is women’s tampons, of which they manufacture 560 million annually. State-of-the-art technology allows Tosama to manufacture tampons with numerous combinations of materials, sizes, absorbance rates and application methods, therefore our clients around the world know Tosama as a company that can adapt its products to the needs and specificities of any market. We receive the largest numbers of orders for our tampons from Germany, Russia, Australia and China, but our largest market is the United States of America.

Due to their incredible effectiveness, our wound care dressings, with added Vivamel medical honey, are helping us to break through onto both the domestic and foreign markets. “Clinical studies have shown that they are



Vivamel is Tosama’s brand of wound treatment products that contain medicinal chestnut honey. Clinically proven to heal both chronic and acute wounds in all phases of healing.

suitable materials this year, and we will initially offer customers tampons in wrappings and packaging made from natural materials.

Tradition, experience and innovation, shoulder to shoulder with giants

Tosama is not a large company by global standards, but it has a long tradition and thus a wealth of experience. “This is a considerable advantage and one that helps us to grow steadily and to hold our own among the big global manufacturers. As we build on our own development, quality and innovation, our competitive advantage is comprised of a number of international patents for hygienic tampons, which as stated are our main export product. We currently hold four international patents, and we have obtained patents for tampons in America, Canada, China and Russia, as well as Europe”, say sources at Tosama.



Tosama produces both applicator and non-applicator tampons. Four separate tampon patents are a guarantee of quality and innovation.

The factory grew out of a small workshop that produced cotton wool and various types of bandages, and today you can find their palette of products, from sanitary tissues to cosmetics, medical accessories, healthy lifestyle and hygienic home care products and pet and garden products, everywhere you look, in hospitals, doctors’ offices and pharmacies, on shop shelves and in every woman’s toilet kit.

successful in treating pressure ulcers, diabetic and venous ulcers, burns, and infected and malodorous wounds”, say sources at Tosama.

Packaging to be made of natural materials

According to sources at Tosama, customers are showing increasing interest in products packaged in natural and biodegradable materials. In response to this, we have sought out and tested



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Slovenia, successfully representing itself on the world stage (despite its size) and with significant potential for further development, is a country of great opportunities for business and investment. The main share of the country's GDP lies in the export of high-tech products to the countries of the European Union and Russia. Small Slovenian companies and scientific research institutes work for some of the world's most famous companies.

In addition, Slovenia is a country full of natural wonders, excellent sports and travel opportunities, a quiet rhythm of life and a high level of personal and public safety, with great public education and health services.

The country's convenient location and excellent transport infrastructure makes it easy to transport goods to other countries of the European Union and across the world. Opening the company's head office in Slovenia allows unhindered access to the 500 million strong European Union market. SIBIZ business services Ltd., a member of the Chamber for the Promotion of Direct Foreign Investment and Internationalization is the leading company in its market segment, holds the highest AAA rating and is legally authorized to register a new company directly in the office.



General Director of SIBIZ business service Ltd., Jan Poniž

Granting this status and authority to perform registrations and other procedures is a recognition and confirmation of the quality of our work by the Government of the Republic of Slovenia and the Ministry of Public Administration of the

Republic of Slovenia. This status provides high-quality services for our current and future clients and allows us to expand the range of services offered to our clients in one place - our office.

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- real estate operations support;
- commercial real estate for your investments;
- business partners in Slovenia;
- translation and interpretation services in various language combinations;
- Slovene language courses;
- common domestic issues support in Slovenia;
- introductory trips in Slovenia;
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Growth of Foreign Investment Increases Slovenia's Development Potential

Economic Overview of Regions and Activities. In the last eight years the share of manufacturing has increased primarily due to increased export competitiveness.

Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

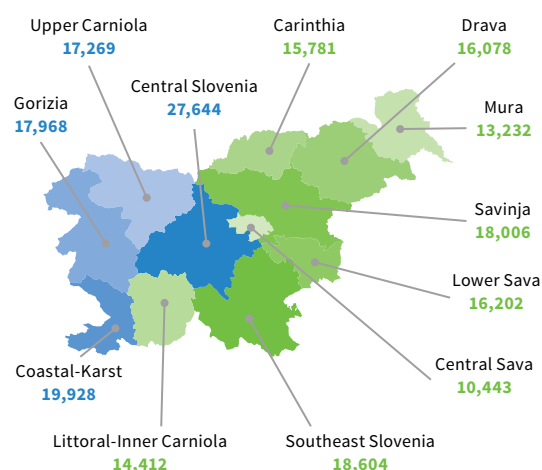
The Central Slovenia region generates over a third of GDP.

The lowest hourly wages are in the Pomurje region.

Slovenia is divided into two regions, east and west, which reflect different levels of economic development. GDP per inhabitant in the western region is nearly a fifth higher than the national average, while in the eastern region it is nearly a sixth lower. The eastern region generated EUR 16.2 billion, or 44 percent of GDP, while it is home to 54 percent of the population. The unemployment rate is also slightly higher in the eastern region, as it includes 59 percent of all unemployed persons.

Slovenia is further divided into 12 statistical regions, which also differ in terms of economic development. Four of these regions are in the western region, and the remaining ones are in the eastern region. The generation of GDP in an individual region is based on the location of the parent company's registered office, and therefore the economic importance of the Central Slovenia region is slightly

Statistical regions by GDP p.c.



Statistical region	GDP p.c.	Hourly labour costs	Hourly net earnings	Regional capital	No. of inhabitants	Average age	Employed	Unemployed
SLOVENIA	19,576	11.3	6.4		2,066,880	43.2	865,079	74,988
Eastern region	16,169	10.4	6.0		1,089,717	43.7	396,314	44,012
Mura	13,232	10.0	5.8	Murska Sobota	114,776	45.0	36,749	5,886
Drava	16,078	10.4	5.9	Maribor	322,058	44.0	119,837	12,822
Carinthia	15,781	10.6	6.0	Slovenj Gradec	70,550	44.0	24,630	2,208
Savinja	18,006	10.3	5.9	Celje	254,760	43.1	103,074	10,569
Central Sava	10,443	10.1	5.8	Trbovlje	57,061	44.2	14,323	2,320
Lower Sava	16,202	10.6	6.0	Krško	75,359	43.8	24,851	3,139
Southeast Slovenia	18,604	11.1	6.3	Novo Mesto	142,819	42.4	56,137	5,417
Littoral-Inner Carniola	14,412	9.9	5.7	Postojna	52,334	43.7	16,713	1,651
Western region	23,401	12.0	6.7		977,163	42.7	468,765	30,601
Central Slovenia	27,644	12.5	6.9	Ljubljana	542,306	41.8	300,036	18,983
Upper Carniola	17,269	11.2	6.3	Kranj	203,636	42.8	75,308	4,879
Gorizia	17,968	10.8	6.2	Gorica	117,260	44.6	46,481	3,010
Coastal-Karst	19,928	11.1	6.3	Koper	113,961	44.5	46,940	3,729

as of 2016

as of 1H 2018

as of 1H 2018

I-VI 2018

VI 2018

inflated, as many companies based in Ljubljana have production or sales facilities in other regions.

The Central Slovenia region generates 37 percent of overall GDP, followed by the Podravska region (13 percent) and the Savinjska region (11 percent). The region with the lowest economic importance is the Zasavska region, which accounts for 1.5 percent of GDP, and in which the standard of living is also the lowest – EUR 10 thousand, i.e. just half of the national average.

The region's level of economic development can also be seen in the differences in hourly wages within total labour costs. These differences are less pronounced than the differences in GDP, due to both the different types of commercial activities in the regions and to legislation, i.e. the minimum wage. The lowest hourly wage is EUR 9.90 in the Primorska/Notranjska region and in the Pomurje region, where it amounts to EUR 10.00 per hour and is thus more

than ten percent below the national average. The only region with above-average wages is Central Slovenia, at EUR 12.50.

The average age of the population is highest in the Pomurje region (45), and lowest in the Central Slovenia region (41.8), which is partially attributable to Ljubljana being an important university centre for the neighbouring regions.

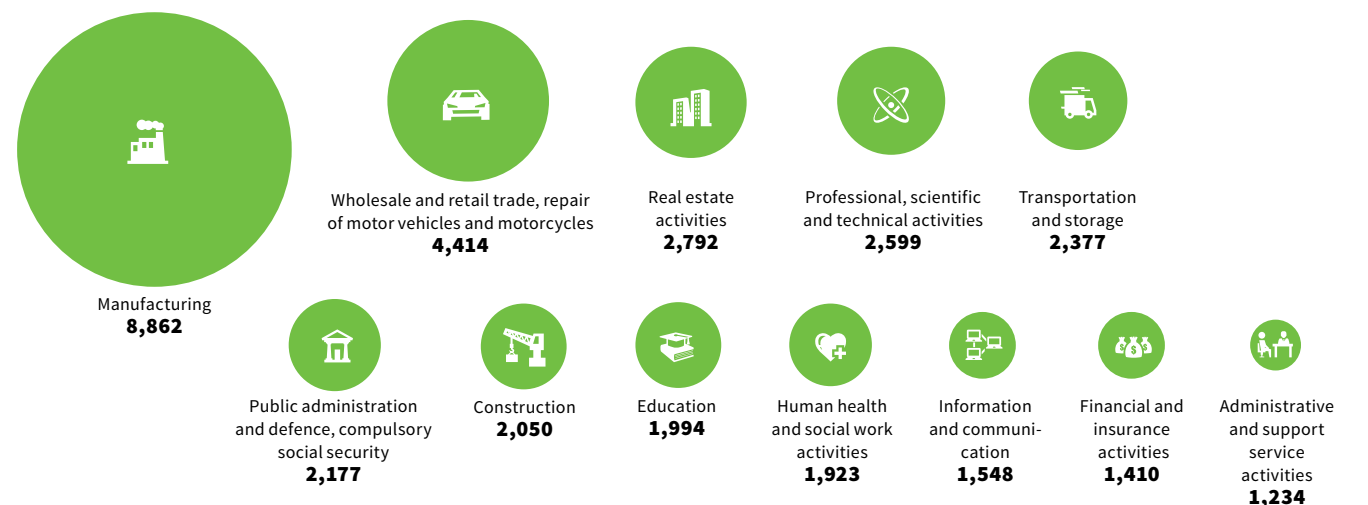
Manufacturing on the Rise

Among economic sectors, the majority of value-added is created in manufacturing, at EUR 8.9 billion or 23 percent of the total. This is followed by trade with a 12-percent share and real estate at 7.5 percent.

In the last eight years the share of manufacturing has increased primarily due to increased export competitiveness, while the share of retail activities declined but is expected to rise again from 2016 on,

Value-added in construction is expected to start increasing again.

Manufacturing accounts for nearly a quarter of all value-added.



	Value-added (million EUR)	As of total (%)	No. of employees (000)	Total hourly labour costs per employee	As of average (%)
C Manufacturing	8,862	23.7%	203.9	14.8	98.5%
G Wholesale and retail trade, repair of motor vehicles and motorcycles	4,414	11.8%	119.5	14.2	94.3%
L Real estate activities	2,792	7.5%	6.1	13.2	87.5%
M Professional, scientific and technical activities	2,599	7.0%	76.5	16.3	108.5%
H Transportation and storage	2,377	6.4%	53.2	14.2	94.0%
O Public administration and defence, compulsory social security	2,177	5.8%	50.0	18.5	123.0%
F Construction	2,050	5.5%	63.5	10.6	70.5%
P Education	1,994	5.3%	72.6	16.8	111.8%
Q Human health and social work activities	1,923	5.1%	63.8	16.1	107.2%
J Information and communication	1,548	4.1%	29.8	20.0	133.0%
K Financial and insurance activities	1,410	3.8%	22.0	24.5	162.9%
N Administrative and support service activities	1,234	3.3%	54.7	10.4	68.9%
I Accommodation and food service activities	916	2.5%	39.2	9.7	64.7%
D Electricity, gas, steam and air conditioning supply	886	2.4%	8.9	22.1	146.9%
A Agriculture, forestry and fishing	736	2.0%	73.5	13.8	91.3%
R Arts, entertainment and recreation	545	1.5%	18.4	14.4	95.8%
S Other service activities	412	1.1%	18.8	11.1	73.4%
E Water supply, sewerage, waste management and remediation activities	324	0.9%	9.4	16.1	106.9%
B Mining and quarrying	139	0.4%	2.4	20.9	138.5%

Top sectors of FDI by value of FDI (million EUR)

EUR 721 million more
in FDI in the last 12 months.

owing to the decline in consumption from 2009-2013, growth in the wage bill and low interest rates.

Since work productivity in manufacturing is higher than in trade, the proportion of employees working in retail stood at 14.1 percent, and 21 percent in manufacturing. Hourly costs of employee labour were highest in finance (63 percent higher), energy (47 percent higher) and mining (39 percent higher), and were lowest in administrative and support services (EUR 9.7) and construction (EUR 10.6).

Increasing Numbers of Foreign Investors

The value of foreign direct investment stood at EUR 13.7 billion at year end 2017, which is 32 percent of GDP. According to initial estimates this value rose a further EUR 320 million to EUR 14 billion by half-year 2018. The most significant foreign investors are Austria at 25 percent of all FDI, Luxembourg at 11 percent, Switzerland at 10 percent and Germany at 8 percent. However, the German share is actually higher and the Austrian lower, as the controlling companies of numerous Austrian firms are based in Germany. Within total FDI, which comprises both foreign capital in Slovenian companies and loans from parent companies abroad, foreign investment is

Austrian foreign investors most important.

EUR 2.4 billion in tourism revenues.

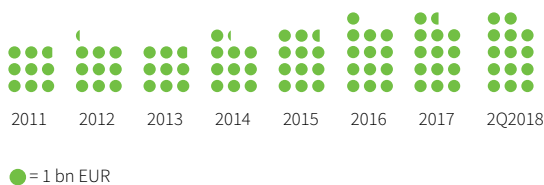
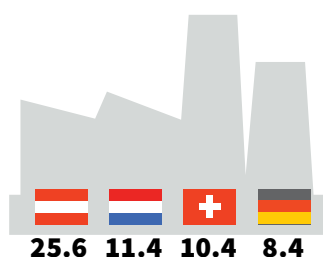
most present in manufacturing (32 percent), finance (22 percent), and trade (18 percent).

Germany Remains the Most Important

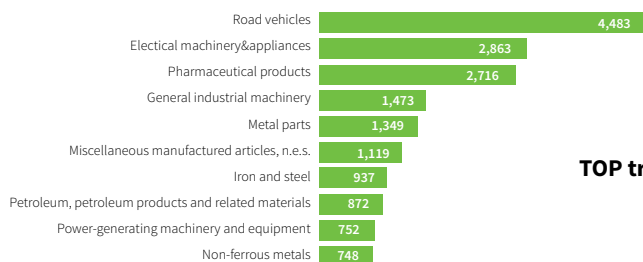
Slovenia exports the highest percentage of its goods to Germany, at 20 percent, followed by three neighbouring countries, Italy, Croatia and Austria, with a combined 27.2-percent share, and France at 5.6 percent. The relative importance of the EU markets to Slovenian exporters has in fact increased in recent years, to nearly 77 percent, which is a consequence of the strong economy in the EU-28. Slovenia exports 7.2% of its overall exports to the countries of SEE (not including Croatia), and 4.7% to the BRICS countries.

The rankings among the top five importers are similar, with Austria one position higher due to its higher share of imports (10.6 percent). Slovenia's largest trade deficits are with Austria and Italy, which is partially the consequence of their respective positioning within value chains. Intermediate goods are imported from these countries and are mostly included in semi-products and final products, which are then exported to demanding markets. Slovenia's largest trade surpluses are with Croatia and Germany, at around EUR 750 million with Croatia and EUR 450 million with Germany.

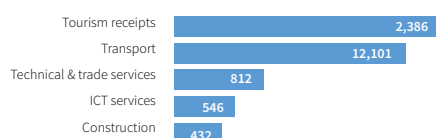
Our main exports include road vehicles and car subcomponents, which account for 16 percent of exports. These are followed by pharmaceutical products at 10 percent, the result of Slovenia's two manufacturers of generic drugs. Then come exports of electrical equipment and appliances with a 9.6-percent share. The target customers of Slovenian products are therefore large car manufacturers, users of pharmaceutical products and household appliance buyers, and a series of industries that require high-end machinery for processing or manufacturing.

FDI stock**TOP countries of origin (%)****ICT on the Rise in Addition to Tourism and Transport**

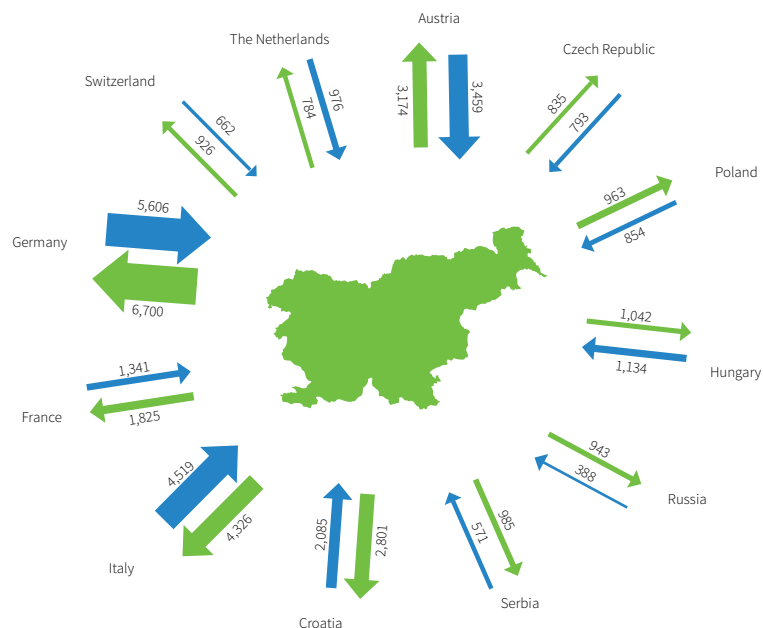
Among services, Slovenia's traditional largest exports and surpluses are generated through tourism revenues (EUR 2.4 billion), followed by the transport sector through provision of services to foreign clients (EUR 2.1 billion). The latter in particular has experienced very high growth since 2009. Other types of service exports are also on the rise, such as technical and ICT services.

TOP 10 export products (year 2017, million EUR)

**77% of exports
are sent to EU
markets.**

TOP 5 export services (million EUR)

Sources: Bank of Slovenia, Statistical Office of Republic of Slovenia

TOP trade partners (million EUR)

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high efficiency, low noise and reliability.



Top Business Linked Data

Ease of doing business, openness to trade, education and innovations remain the strongest pillars of success.

Bojan Ivanc, Analytical Department, Chamber of Commerce and Industry of Slovenia

1st

(out of 140) Macro-economic stability
(WEF)

10th

(out of 63)
Prices (IMD)

10th

(out of 190)
Resolving insolvency (DB)

12th

(out of 28) Innovation
Union Scoreboard

19th

(out of 190)
Getting electricity (DB)

27th

(out of 140)
Product market (WEF)

28th

(out of 140)
Innovations capability (WEF)

29th

(out of 140)
Skills (WEF)

34th

(out of 63) IMD World Digital
Competitiveness Ranking

35th

(out of 140)
Infrastructure (WEF)

55th

(out of 160) Logistics
Performance Index

Sources: Doing Business (DB), IMD - World Competitiveness Rankings, IMD - World Digital Competitiveness Rankings, WEF - The Global World Competitiveness Report, Logistics Performance Index, Innovation Union Scoreboard





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Why Do Business in Slovenia?

Foreign investors appreciate Slovenia's excellent geostrategic location, as well as the quality and relatively low cost of its workforce.

Katarina Klepec Kovač

Edi Kraus, the General Manager of Aquafil, says that Slovenia has several advantages that apply to all foreign investors. He lists "the well-regulated economic environment, good education system and thus well-trained staff, knowledge of foreign languages, open economy, export orientation, exceptional familiarity with the markets of the former Yugoslavia, the eastern European countries and Russia, high awareness of the importance and protection of the natural environment, and good quality of life".

Kraus explains further using the example of the benefits enjoyed by Italian investors doing business in Slovenia. "For Italian investors, Slovenia is interesting for several reasons. First I would point out the geographical proximity, which is particularly important for companies just beginning to internationalise their operations. Also beneficial is the presence of the two minorities, in which companies can find bilingual employees who can contribute significantly to the establishing and management of new Italian investments in Slovenia. Slovenia has a very competitive workforce. And the logistical connections with the motorway and maritime traffic (two ports in Trieste and Koper) are excellent," says Kraus.

Quality That Will Convince You

According to the OECD, Slovenia is a relatively highly developed country. Because of skills, well-established sales channels and numerous intangibles, a number of the country's sectors and industries enjoy a competitive advantage. According to a survey of members of the Slovenian Foreign Investors Forum, the main reasons underpinning investment are:

1. Quality of the workforce
2. Labour costs
3. Access to know-how and technology
4. Access to, or an increase in, the share of the Slovenian market
5. Good geographical location and communications infrastructure

Slovenian enterprises tend to make very good business partners for foreign investors; according to SPIRIT Slovenia, the national public agency for entrepreneurship, they tend to exhibit the following strengths:

1. Innovation, adaptability, openness and reliability
2. Large number of internationally recognised names and brands in many areas
3. Advanced hi-tech solutions and high-quality production processes
4. Brisk pace of innovation
5. Broad ecological awareness.



Photo: Barbara Reya

Aluminium entrance doors for the most demanding.

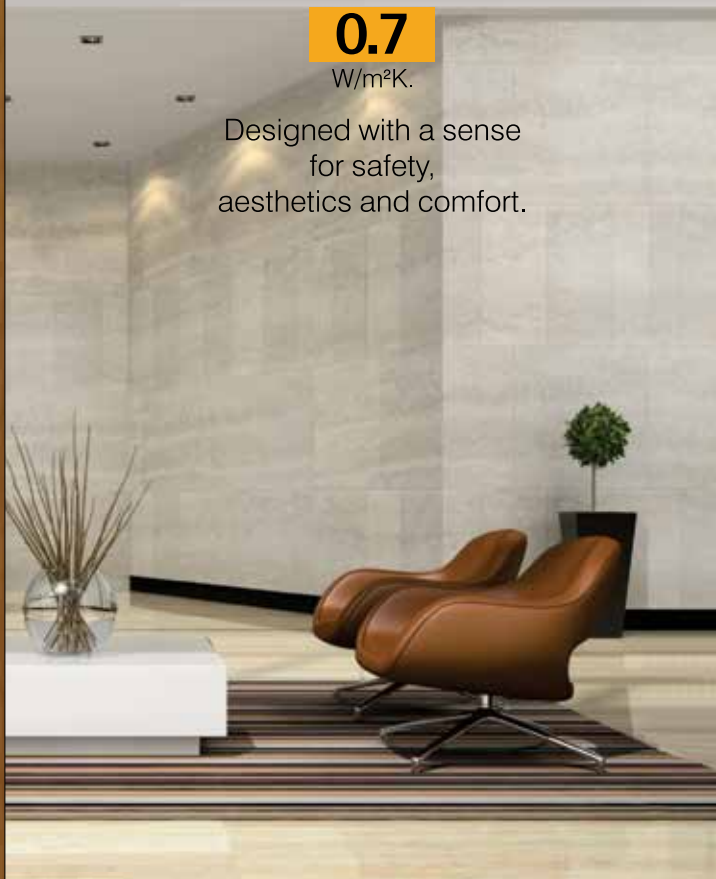
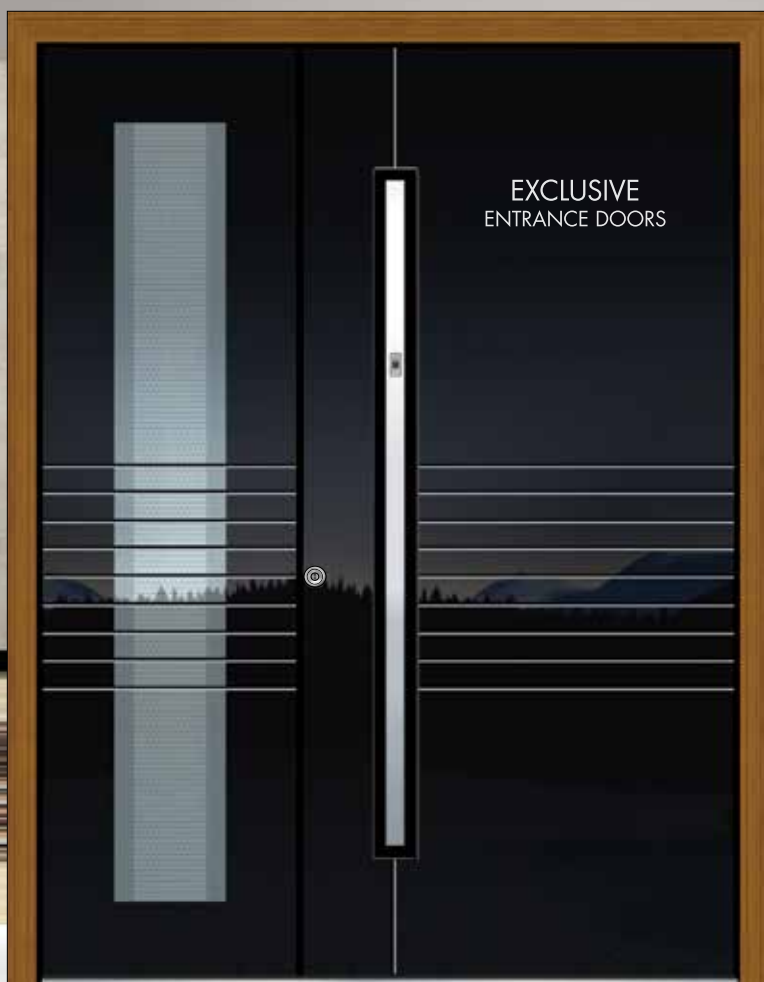
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COMPLETE SOLUTIONS FOR THE SAWMILLING INDUSTRY

MEBOR has been designing, developing and producing **sawmilling machinery since 1982**. The company supplies complete **solutions for sawmills**, therefore all machines needed for the primary sawing of wood, joined into **complete sawing lines**. Moreover, these are completely adjusted to the needs of each customer. The scope of Mebor products covers the needs for sawmilling of small softwoods logs and up to large hardwood logs.

Mebor has been one of the fastest growing companies in Slovenia. It has been among companies worldwide with the most **intense innovation** and presenting of **new products** in the field of **sawmilling**.

The Mebor Know-How

Sawmilling experience of its team gave Mebor the most important perspective -

understanding the needs and problems of **sawmills**. The team consists of **experts** from all walks of **machine designing**, mechanical and electrical engineering, hydraulics, safety and electronic automation. Mebor is the **worldwide leader** in wide blade **horizontal band saws**, both in terms of **advanced technology** and number of units produced per year. Some Mebor innovations have had a **direct influence on the sawmilling industry**.

Every year, Mebor invests the vast majority of funds into **research and development**, as well as in increasing of manufacturing capacity.

Mebor worldwide presence

Mebor has been one of the fastest growing companies in Slovenia. Today Mebor machines are running in more than **50 countries worldwide**. The machines are recognised by their **automation, speed and reliability**.

The Mebor Quality Guarantee.

As Mebor is a family company, **quality** is their **personal goal**. The company is using the latest manufacturing technologies and tested **components** from **renowned** global manufacturers. Inspections of **quality** and **performance guarantee** the quality of every Mebor machine. Mebor is certified by ISO 9001:2015 Management System



First Steps in Setting Up a Business in Slovenia

You have decided to enter the Slovenian market. What do you need to do to be able to do business as soon as possible?

Barbara Perko

You recognized Slovenia as an ideal environment for your business, you have checked the competition and carried out comparative research as well as a feasibility study. Now it is time to decide whether you will open a representative office or invest in a manufacturing/service company. Foreign companies most often choose to open a representative office or set up a limited liability company.

Steps in Registering a Business in Slovenia:

1. A non-Slovenian national will need:

- a valid personal document (passport),
- a Slovenian tax number or personal identification number,
- valid personal documents of founders and representatives - if representatives are foreigners, they must provide Slovene tax numbers.

A non-Slovenian legal entity will need:

- a valid personal document of the director general of the legal entity,
- a Slovenian tax number for legal entity,
- an extract from the company register for the foreign company (abbreviated version), with a certified translation in Slovene,
- valid personal documents of founders and representatives - if representatives are foreigners, they must provide Slovenian tax numbers.

According to Doing Business 2018 it takes seven days to register a business in Slovenia. This places Slovenia in 46th place among 190 countries.

2. Foreign nationals will need a temporary residence permit if they intend to manage the business they set up or act as company representative.

The application will need to include:

- a decision appointing the company representative in the Court Register of Slovenia,
- a decision designating the name and registered seat or address of the legal entity where the job of the company representative will take place,
- duration of employment,
- name, surname, date of birth and nationality of the applicant.

Third-state nationals should file an application for a residence permit at the diplomatic mission of the consular post in their native country.

3. The following enclosures must be attached to the request for registration of a limited liability company (d.o.o.) in the Court Register:

- articles of association/memorandum of association,
- a transaction account,
- paid up initial capital of 7,500 euros. A bank's certificate of initial capital payment must be enclosed with the application for registration,
- certificate of no criminal record for the founders,
- certified translation of non-Slovenian documents.

For carrying out certain services foreign persons are advised to obtain a digital certificate, available at SIGEN-CA, Pošta Slovenije, Nova Ljubljanska banka and Halcom Informatika. A foreign physical person can register a simple one-person or multi-person limited liability company in the Republic of Slovenia at SPOT (VEM) offices. Services at the SPOT offices are free of charge. Registration of other different types of companies (more complex types of companies) can be carried out at Notary offices. SPOT offices are located at CCIS, SPIRIT – SPOT, AJ PES, administrative units, Chamber of Craft and Small Business of Slovenia, Slovenian-German Chamber of Industry and Commerce, and Chamber of Business Promotion. The entire process, from obtaining the tax number to registration of the business at SPOT offices, takes 4 to 9 days.

The procedure and the documents required for registering a business in Slovenia depend on the type of business you want to establish.

Non-EU, EEA or Swiss nationals will need a work permit to work at the company they set up in Slovenia.

CCIS Can Help You

The Chamber of Commerce and Industry of Slovenia (CCIS) is one of the SPOT Points. We can help you arrange everything you need to open up a business in Slovenia. Visit our webpage www.gzs.si, call Igor Vrhovec at 00386 1 58 98 177 or send an e-mail to igor.vrhovec@gzs.si.



One of Europe's leading producers of premium-quality industrial blades and wood-cutting tools

Combining the needs, demands and ideas of its customers, the efforts of its in-house development department, and its state-of-the-art machinery and technology, the Tro company from Prevalje manufactures and constantly develops the latest comprehensive innovative technological solutions for the production of industrial blades and wood-cutting tools for a variety of different sectors.

Emerging from a company founded in 1926 to manufacture files, Tro have developed into a modern enterprise with 150 employees and a wide range of products. Today they are one of the largest manufacturers of industrial blades and wood-cutting tools in Europe.



Comprehensive set of products and expert support

'We are fully aware of the complexity of the machinery and processes in which our cutting tools are involved, so we provide a comprehensive set of products, along with expert support, particularly in the areas of recycling and in the plastics, metal, wood and paper industries, among others. The entire process of developing and manufacturing our cutting tools takes place

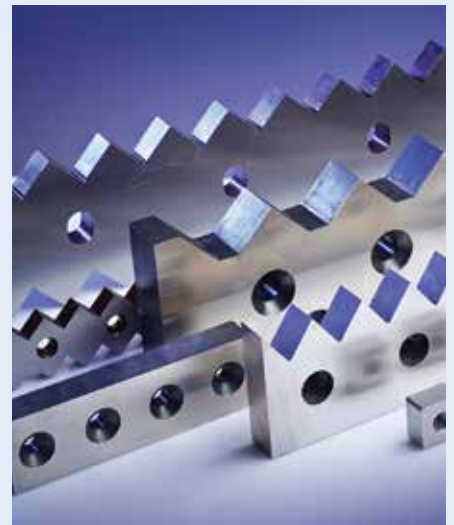
in-house. We focus strongly on the different thermal treatment methods available for our blades, such as hardening in oil, vacuum and induction hardening. This is of key importance for the quality of our products,' say the company. Indeed, it is this product quality that has led customers in more than 50 countries to put their faith in Tro.

Awards and recognition from customers

Tro sell 42% of their industrial blades directly to well-established manufacturers of machinery for cutting various materials, 46% of their output goes to agents engaged in the sale of cutting machinery and 12% is purchased directly by end-customers.

Tro have been given a number of awards by customers clearly satisfied with the level of product quality: for example, the Maag Automatik GmbH Group, part of the Dover Corporation, awarded the company the title of 'Gold Supplier of the Year' in 2017, while Bomag, part of the Fayat Group, have given the company a quality award.

Tro also acquire new customers through intensive participation at branch-specific trade fairs. So far this year they have appeared at fairs such as Plastic Recycling Show Netherlands, TechExpo Celje and IFAT Munich, which is the leading fair for environmental technologies in the fields of drinking and waste water, sewerage systems, waste and the handling of raw materials. As Tro point out: 'These appearances are highly effective for us. Munich, for example, which features 3,305 exhibitors from 58 countries, was attended by over 141,000 people from 160 countries.'



Constant growth also the result of careful investment

The company are also satisfied with their operating results. Turnover has shot up by 60% since 2014, when the company posted figures of EUR 8.3 million. In 2018 they are planning turnover of EUR 13.3 million – a rise of 15% on last year's figure. 'The results so far for this year indicate that we will reach or even exceed our planned level of growth for 2018. The business plan for the years leading up to 2021 envisage a 12% annual growth in turnover.'

The company are also able to achieve these results through careful investment in the development and modernisation of production capacities, information technology, staff training and R&D. Investments totalling EUR 6.5 million have been made since 2014, with a further EUR 2 million planned by 2020.

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The Door of Our Chamber is Open to You

The Chamber of Commerce and Industry of Slovenia (CCIS) is the largest independent, voluntary, non-profit association of companies in Slovenia. It was founded more than 160 years ago and today boasts more than 6,200 member companies of all shapes, sizes, branches, and regional backgrounds. Our member organizations power more than 2/3 of the Slovenian economy in terms of capital and human resources. Business in Slovenia starts here!

What Can We Do for You?

The CCIS is the ideal **local partner** for foreign investors and business professionals. It can support and facilitate your entrance into the Slovenian market. It can help you search for **new contacts** and provide you with a wide range of useful business information.

If you are interested in doing business in Slovenia, the CCIS offers you **services** developed especially for your needs.

Looking for Partners in Slovenia?

The Centre for International Business is the perfect contact point for anyone interested in working with Slovenian companies. Along with providing information on the Slovenian market, the Centre also provides support to foreign enterprises and institutions in finding new partners. The Centre is responsive, creative, and tirelessly modern. At the same time it makes sure that all its partners are treated as individuals, on a case by case basis.



What do you gain by knocking on the door of Slovenia's Chamber of Commerce and Industry?

1.
The most powerful representative of the Slovenian private sector

2.
A partner who stands by your side as you enter the Slovenian market

3.
A networking megahub, where best practices are freely exchanged

Market Intelligence

The CCIS provides a wide range of insightfully discerning information on the economic situation in Slovenia. This includes everything from economic indicators and trend forecasts to information on companies' credit ratings. You also get access to contacts for potential business partners.

The CCIS publishes a monthly electronic bulletin in English called **Slovenia Business Link**. This publication features information on upcoming events, op-eds on regulatory issues, and the latest economic data.

Take advantage of the best business opportunities in Slovenia – make an offer or find a supplier. Foreign companies can register and search for trade inquiries through our special inquiry database BORZA (www.borza.org), where you can find both Slovenian and international business partners.

Go International

The CCIS is the primary meeting hub for Slovenian development and export-oriented enterprises, which are the very engine driving the core of development and innovation in the Slovenian economy. Our continuous interaction with foreign enterprises, institutions, and experts is converted into engaging activities like business delegations, educational and other major events, and B2Bs. It is our mission to provide you with our assembled information about inquiries on international markets, assistance in connecting Slovenian and foreign enterprises, and making your business experience here as productive and lucrative as possible.



go international
slovenia

Legal Framework

The CCIS can provide you with information about Slovenian legislation or offer you legal consulting on Commercial, Corporate, Property, Enforcement, and Labour Law, as well as information on public procurement and insolvency procedures.

SloExport: All Major Slovenian Companies in One Place

SloExport is a database catalogue containing information on more than 4,500 Slovenian exporters. It is a tool that will be of great assistance in seeking information on individual Slovenian companies.

SLOEXPORT
Database of Slovenian Exporters

Excellent SME Certification

In conjunction with the renowned global credit insurer COFACE, the Chamber of Commerce and Industry of Slovenia is now issuing Excellent SME certificates to Slovenia's most successful small and medium-sized enterprises.

This certificate enables potential investors or business partners to verify a company's existence, its actual web address, and, most importantly, its creditworthiness.



Ljubljana Arbitration Centre

The Ljubljana Arbitration Centre is an autonomous and independent arbitration centre providing administrative services for the resolution of disputes between parties through arbitration, mediation, conciliation, and alternative forms of dispute resolution.



Promotion and Advertising

The CCIS offers several packages of promotional opportunities and advertising also to foreign partners to increase their visibility on the Slovenian market.

CREATIVE
MARKETING

Environmental Protection

The CCIS can provide information on new and existing environmental legislation, and other environmental aspects, including exchanges of best practice and benchmarking through conferences, training activities, and individual consultations.

4.

An ecosystem of talented and capable professionals in Slovenia and abroad

5.

World-class consultants with vast knowledge and experience

6.

Priceless opportunities for data mining with access to countless databases

7.

Relevant, high-quality business information on markets and actors



Business – Conference Centre

Our premises feature multipurpose halls, classrooms, and council rooms of all sizes and purpose, as well as an event hall with a view to Ljubljana Castle. All of them are equipped with state-of-the-art and user-friendly equipment, and can be rented by the hour, day, week, or even month. The same goes for offices with all necessary infrastructure.

Chamber of Commerce and Industry of Slovenia

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development as a way of life

AREX is proud of its rich tradition in the production of military gear and weapons. The company, based in Slovenia, provides products to the military as well as the police; however, certain products from the portfolio have been designed for the B2B market. The majority of AREX's products stem from its own R&D.

The company manufactures:

- plastic blank ammunition in small calibres (up to 12.7x99 mm),
- Non-lethal ammunition (with rubber bullet) in calibres 9x19 mm, 5.56x45 mm and 7.62x39 mm,
- ammunition links M27, M13, M9 and MK 15,
- weapons (pistol REX zero 1, rifle AKB 15),
- weapon components.

AREX provides tooling for metal cutting and plastic injection moulding. The company is ISO 9001 : 2008 certified.

WEAPONS

Pistol REX zero 1

Various models of REX zero 1 pistols of the 9x19 mm calibre meet requirements of the most demanding customer. REX zero 1 pistols are very reliable pistols; they've passed NATO D14 tests with flawless results. The REX zero 1 pistol is not claiming to be a revolutionary breakthrough but you will find it to represent a definitive evolutionary step in modern handgun design and manufacturing. Several improvements have been achieved over some of most popular designs, eliminating their weaknesses and enhancing their advantages by applying our expertise and state-of-the-art CAD/CAM processes.



Rifle REX AKB 15

The REX AKB 15 rifle, which is currently only available in the 7.62x39 mm calibre, has been designed based on the widely used AK47 ("Kalashnikov"). The proven platform has been provided with (upgraded with) a folding and adjustable butt, a front handguard with Picatinny rails for the assembly of tactics add-ons (lasers, flashlights, handles, etc.) and an upper monolithic cover with a Picatinny rail for the easy assembly of various optics and night vision specs. A soldier may thus adapt his rifle to his own body specifications and the mission demands.



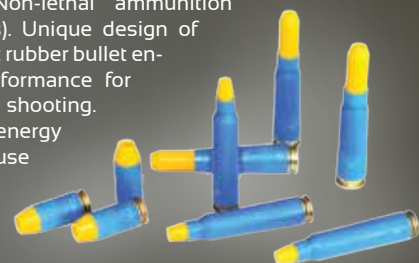
PLASTIC BLANK AMMUNITION IN SMALL CALIBRES

Small calibre plastic blank ammunition (up to incl. 12.7x99 mm) serves weapons training purposes. Plastic blank ammunition as an alternative to metal jacket ammunition provides numerous benefits, especially: lower weight of bullets, less wear and tear of the barrel, the ammunition cannot visually be mixed up with real ammunition.



NON-LETHAL AMMUNITION (RUBBER BULLET)

AREX produces Non-lethal ammunition (with rubber bullets). Unique design of plastic case and soft rubber bullet enables optimum performance for training and target shooting. A reduced impact energy assures safety in use while the cartridge design provides high accuracy.



AMMUNITION LINKS

AREX offers ammunition links M27, M13, M9, and MK 15 produced according to relevant standards and specifications.



WEAPON COMPONENTS

AREX offers the production of various weapon components in accordance with the customer's specifications.





CREATING INNOVATIVE AND EXTRAORDINARY GAMING MACHINES!

Spintec, a company based in Slovenia, EU is the worldwide leader in development, design, production and supply of electronic table games. Their goal is to achieve and consolidate a leading market position worldwide as a supplier of electronic table games.

Spintec's gaming solutions are currently installed in the most prominent casinos on 6 continents, with the most luxurious installations being placed in Macau, and are well known for their cutting-edge design and technical perfection, the result of which are prolonged gaming sessions.





Every Beekeeper Should Visit Slovenia At Least Once to See What Beekeeping with Soul Looks Like

Nina Šprohar, photo: archive ČZS

Slovenia's beekeepers are famous for their high levels of organisation, hygiene and innovation. Their efforts to protect the bee population recently bore fruit with the declaration of World Bee Day, marked for the first time this year on 20 May, and we can shortly expect the first courses to be held at the Slovenian Academy of Beekeeping, which will be open to prospective beekeepers from beyond the country as well. Boštjan Noč, President of the Slovenian Beekeeping Association, believes that Slovenian beekeeping can become a model for the rest of the world.

Slovenia was the first country in the world to begin teaching people with special needs about beekeeping.

What is Slovenia's role in the world of beekeeping?

Slovenian beekeeping is part of the International Federation of Beekeepers' Associations (Apimondia), which covers over 100 countries across the globe. Slovenia's fame as a beekeeping nation rests on the numerous activities carried out by well-known Slovenian beekeepers throughout history. Foremost among these figures were Anton Janša, born in 1737, who is known throughout the world as the pioneer of modern beekeeping and who worked as the first instructor in apiculture at the imperial court, and Peter Pavel Glavar (b. 1721), who translated and updated Janša's Discussion on Bee Swarms, thereby becoming the writer of the first scholarly text in the Slovenian language, and who was also the driving

force behind the establishment of beekeeping cooperatives and schools. The fact that the International Apicultural Congress took place in 2003 in Ljubljana also helped to raise the profile of apiculture in the country – with most experts still agreeing that it was the best congress so far. We are also well-known for our numerous initiatives and innovative approaches, including the IMEX Challenge 2012 project, which used care and concern for bees and the natural environment to exert a positive impact on the lives of children and adults with special needs. We were the first country in the world to begin teaching people with special needs about beekeeping (in Črnomelj), and this year, in Murska Sobota, we erected the world's first teaching apiary to teach beekeeping to wheelchair-bound

people. We have also developed “e-čebelar”, a monitoring and forecasting app that publishes nectar yield forecasts; beekeepers can access these forecasts straightforwardly in the app, filter them by local area of interest or by specific monitoring station, and study historical measurements at individual stations. There are more than 210 beekeeping societies in Slovenia. Given the size of the country, this is a very healthy number indeed. We are particularly proud of the nearly 200 beekeeping clubs scattered throughout the Slovenian primary school system. The upshot of all these efforts is that Slovenian beekeeping can become a model for the rest of the world.

One of Slovenian beekeeping's biggest successes has been the inauguration of World Bee Day. What does this mean for beekeeping and for Slovenia itself?

World Bee Day is dedicated to making people aware that without bees, there would be no food. While the honey bee is the most vital pollinator, bumblebees and other bee species are also important. Around a third of all human food (by quantity) depends on insect pollination. We know that the conditions for the survival of the global bee population are worsening, with most of the decline down to pesticides and intensive farming. The world has to wake up to the fact that bees urgently need protection – and that if they don't get it, this will have an indirect but nevertheless devastating impact on every human being on the planet. Slovenia put forward this initiative to raise awareness of the importance of bees to the natural world and, at the same time, to promote itself as a beekeeping country that is, at the same time, a green, clean and sustainable destination. In many countries, indigenous bees have disappeared as a result of the introduction of new breeds; in Slovenia, however, the indigenous Carniolan Bee has been preserved. We are committed to continuing to make efforts to preserve this species and have, to this end, signed the Resolution on the Protection of the Carniolan Bee.

What is the next step in the bee protection process?

We are currently drawing up two documents. The first is intended for the European Commission and is aimed at having bees and other pollinators placed on the endangered species list. The second relates to the regulation and proper labelling of bee products, as we are still seeing deficiently labelled products at markets, on shop shelves and in sales from home, as well as statements that have no place on label declarations. Products that are poorly labelled or that do not have a clearly designated country of origin should be removed from sale, thereby protecting customers most of all and, secondarily, local producers and other stakeholders in the production process.

Slovenia's beekeepers are a treasure trove of knowledge. What beekeeping knowledge does Slovenia have to offer the rest of the world?

We founded the first international academy of beekeeping in order to “sell” our know-how to other

countries around the world. While we do have a very large number of specialist services that act as a storehouse of knowledge, they are, unfortunately, insufficiently interconnected. The purpose of the academy is to bring them together and to offer education and training in apiculture to beekeepers from all over the world. We want to spread Slovenia's knowledge of the field to other beekeepers, teach them how to keep and cultivate bees, and make their lives easier. Many people around the world suffer from a lack of food. Bees provide a vital pollination service and are thereby indispensable to food production.

What will the academy offer and who is it aimed at?

The beekeeping academy has already been set up. We will agree on the substance of the work to be performed at the upcoming meeting of the specialist academic council. I believe that a few of the programmes will already be up and running this winter – or, at the latest, by spring 2019. By pooling Slovenia's knowledge and know-how, we will be able to provide additional support to and train Slovenian beekeepers, while also offering our expertise to interested parties from abroad. There is a great deal of interest, and we are delighted to be able to share and market our knowledge.

What examples of good Slovenian practice have already spread abroad?

The whole world is interested in the Carniolan Bee for its very calm disposition and its ability to produce honey and other apicultural products in densely populated surroundings. We want our bee to travel the globe and we want to teach beekeepers from other countries how to make top-quality bee products – and, in fact, to show them what is needed

Bees provide a vital pollination service and are thereby indispensable to food production.



to make such products. This process encompasses everything from beekeeping technology to the right packaging. Our standard is higher than in other developing countries, so we can show them how to reach that higher standard. We would also like to help Slovenian companies producing high-quality beekeeping equipment to break through onto foreign markets.

How is the export of queen bees proceeding?

Slovenian beekeepers are already exporting to a large number of countries. The problem, however, is that Slovenia does not have proper marketing agreements in place with all countries to make this process easier, even though interest is high. It is our joint responsibility to encourage the authorities to open up paths to trade. We also occasionally have problems sending queen bees by post, as they are live animals. We would therefore like to be able to make it easier for breeders to market their products. Every country has different standards: so while trade within the EU is not that problematic, the document for trade with Mexico, for example, has already been in preparation for a year now.

Honey is not the only thing Slovenian beekeepers can offer consumers. The range of products has expanded greatly. What Slovenian honey-based innovations would you highlight? What makes them stand out?

Beekeepers in Slovenia really do have a wide and varied range of products to sell, from propolis, pollen and royal jelly to gingerbread, chocolate with pollen, honey perfume and various honey mixtures, such as honey with chocolate or honey with beetroot. We also produce different types of honey liqueur, and we are currently the only country in the world that

knows how to make sparkling wine exclusively from honey. This is one of the business activities we hope to expand.

People have been talking a lot about 'apitourism' lately ... What does Slovenia have to offer in this field?

This is one more area in which the people of this country are showing just how innovative they are. We have made the best of our advantages: that we are engaged in a different, well-regulated and hygienic method of beekeeping in which the beehive is as well-ordered as our own front rooms at home. People from outside the country have been getting very enthusiastic about our beekeeping scene, so we decided to develop apitourism in an effort to transform that scene into a unique travel experience. There's apitherapy for health, for example – honey massages or propolis inhalations. You can even breathe in "bee air", which has been proven by experts to have a positive effect on well-being and to open up the respiratory passages.

There are around 40 providers of these services, with more being added every day. We award one, two or three "bees", depending on the quality of the service, so that visitors can know what to expect. We have entered a new chapter in the professional tourist guide scene in Slovenia and are now offering certificates specifically for apitourist guides.

What is being planned for the near future in the field of apitourism?

The aim is for as many beekeepers as possible to open their doors and allow people to take a glimpse into the way they work. Slovenia currently has three European honey protection certificates, but we would also like to obtain the "Selected quality – Slovenia" mark, for the simple reason that if honey is not a "selected quality" product in Slovenia, then I don't know what is.

What are the other "bee mad" countries, in addition to Slovenia?

It depends on the field. The Czech Republic and Slovakia have a very similar love affair with the bee ... Of course, from the research point of view, Germany, France and others are also very successful. These countries invest a lot in research and development. Russia and Ukraine head the list for apitherapy, while ecological beekeeping is the norm in Scandinavia. But if we draw a line through all segments of apiculture, Slovenia still sets an example to the rest of the world. Let me repeat the words of the previous and current president of Apimondia, which he himself repeats everywhere he goes: "Every beekeeper should visit Slovenia at least once to see what beekeeping with soul looks like".

Slovenia is currently the only country in the world that knows how to make sparkling wine exclusively from honey.



Pomurje Region

Where everything GROWS!

Pomurje has a strategic position in the north-east of Slovenia, in the heart of Central Europe and at the intersection of one of EU's most strategic routes. The vicinity of neighbouring capital cities and a favourable geostrategic position make the region an important centre for transport and logistics activities.

Pomurje is also the flattest region of Slovenia, stretching for 1,337 km² along the River Mura. It has extensive arable land, fertile soil, wine-growing hills, natural surroundings and a continental climate, all of which create favourable conditions for agriculture and the production of fresh, local food.

Owing to the rich geothermal resources and the diversity and integrity of the landscape, Pomurje is a great environment for investing in sustainable tourism. A long industrial tradition, in-depth knowledge of the markets of south-eastern Europe, integrity, competence and motivation, as well as a good command of foreign languages, are some of the qualities appreciated by the foreign investors employing local people at their production facilities in Pomurje Region.

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When I Think of Slovenia, I Think of Dumplings

Nina Šprohar

Despite her new-found global fame, Ana Roš, queen of Slovenia's culinary scene, remains modest. She believes that only other people are capable of judging the quality of her work.

Ana Roš speaks five languages, but taught herself how to cook. Her rich and varied career began on the ski slopes (where she even competed for the national team), continued on the dancefloor and at university in Italy, where she studied diplomacy, and came to a climax when she took over the kitchen of her husband's restaurant, Hiša Franko, which has become world-renowned in recent years despite being hidden away in the village of Staro selo near Kobarid. She describes Hiša Franko as a "country restaurant which draws on local surroundings, with traditional cooking that combines meat, fish, a great many dairy products, eggs and vegetables". Despite a location that is a little more difficult to reach than its guests are perhaps used to, Hiša Franko is a busy restaurant that keeps getting busier. These days, reservations are essential. Today a restaurant and top culinary destination for lovers of good food, the building itself has a fascinating history. It has been a wayside inn, a rest stop for carriage-drivers, a village mill, a farm and an important hospital during the First World War (Ernest Hemingway is said to have been treated there). Ana is in charge of cooking up first-class culinary specialities, while her husband Valter ensures that guests' glasses are kept topped up with superb, carefully selected wines.

Since your appearance on the Netflix show Chef's Table, you have become one of the leading figures in the culinary world. How did you manage to secure that success and what do you need to achieve it, apart from talent and hard work?

Netflix were looking for strong, interesting culinary stories. We were one of the stories they came across. This has obviously brought a great deal of publicity in its wake and Hiša Franko now has a higher profile in the culinary world. I think successes like this happen when you work well and with ambition. With that approach, sooner or later you succeed.

This year Hiša Franko has been named one of the world's 50 best restaurants and last year you were named the world's top female chef. You've achieved an enormous amount. What are your goals for the future? What still motivates you?

We work hard and strive to become even better – not in order to rise up the rankings but to make our customers happier. There is always room for

improvement. This is what motivates me: that I improve and that, as a team, we create and cook even better and give our customers even more cause for enthusiasm.

When did you admit to yourself that you were creating masterpieces?

I believe that an honest, modest person would never say such things out loud. Only others can judge.

We work hard and strive to become even better - not in order to rise up the rankings but to make our customers happier.



Our guests are mostly enthused by combinations of flavours rather than any one specific flavour.

Did you know from the start what kind of story you wished to build?

Our culinary narrative is strongly focused on the Soča Valley area – for the simple reason that we had no other way of accessing food. Suppliers practically never come to Kobarid, they find it difficult to reach us, so we had to find another way and to establish links with local food producers. We convinced them to share their food with us so that we could cook.

You are the only Slovenian woman regarded as being part of the world's culinary elite, but you use mostly local ingredients in your dishes. What do you think of when you hear the phrase "The Taste of Slovenia"?

What "tastes of Slovenia" get the biggest plaudits from your guests?

When I think of Slovenia, I think of dumplings. Every region has its own special flavours, but dumplings are a dish common to all and specific to Slovenia. No other environment owns it. Slovenia is a very varied country in terms of culture and geography. Myself, though, I can talk mainly about the flavours of our valley here. Our guests are mostly enthused by combinations of flavours rather than any one specific flavour. This means lighter, Mediterranean food in summer and richer Alpine flavours in the winter.

What typically Slovenian dishes do you like to include in your menus, and what ingredients are you particularly fond of?

What typically Slovenian things am I fond of? Let me think ... Tarragon might be one of my favourite ingredients.

Where do you get your inspiration for new dishes from? Who tastes them and whose opinion counts for the most?

I mostly get inspiration for dishes when I'm out running or walking in the countryside. New dishes are taste-tested by the Hiša Franko team: first by a small group of kitchen and serving staff, then by others.

How long does it take for a dish to appear on the menu from the time you first think of it?

Sometimes a little over an hour, sometimes weeks. It depends on the complexities involved. With new dishes, it's the details that interest us.

It's well-known that you have a young, pretty international team working in the kitchen. Who's in the team and how do you start working together? What makes you decide to take someone on?

There are 13 of us at the moment, which isn't a large team. So we still have some spots to fill. Most of the staff send applications and they come from all over the world. When they join us, they do an induction stage so that we can see whether they're able to be part of the team or not. After that, some stay on, others move on. The ones we employ are usually the ones who impress us with their hard work and creativity.

Since you've already secured your place among the global superstars of the kitchen, you could probably open a restaurant practically anywhere and enjoy even greater success. What has made you want to stay here in Slovenia?

I'm Slovenian and I think our country needs people like me. People who want to make big dreams come true in their own country. I don't know why people like that should move abroad.



Photo: Robert Ribič

What dishes remind you of childhood?

Shellfish and cottage cheese. I grew up in Tolmin and so my family would often take trips to see the shepherds in the mountain pastures, where me and my sister Maja would eat fresh cottage cheese. Shellfish remind me of my childhood summers in Istria, where my family had a summer house.

Is there anything you're not so keen on? Anything you haven't tried but would like to?

Not anymore. I didn't use to like tripe, but I decided to try it and now I've just put it on the menu. I suppose I haven't tried everything there is to try in the world. When I do find something new, I certainly try it.

They Can't Say It's Ever Dull

Ana Roš was born on 31 December 1972 in Šempeter pri Gorici to a doctor father and journalist mother. She is head chef at Hiša Franko. She made her first appearance in the Italian food magazine *Identità Golose* in 2010, was the first woman to take part in the *Cook it Raw* project in 2012, and worked on the *Gelinaz!* project for the first time in 2014. Hiša Franko is part of the JRE (Jeunes restaurateurs d'Europe) network, which awarded her the title of "Talent of the Year" in 2015. Ana appeared on *Chef's Table* (Netflix) in 2016, which was followed by a national award for her achievements and for promoting Slovenia around the world. Restaurant magazine named her the world's top female chef in 2017, and this year Hiša Franko has appeared for the first time in the list of the world's 50 best restaurants. Her dishes can be summed up as a modern approach to traditional local cooking. As she herself says, some people love it, others hate it, but one thing they can't say is that it's dull.

I'm Slovenian and I think our country needs people like me. People who want to make big dreams come true in their own country.



Photo: Suzan Grabrijan

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Photo: Adria Mobil

Slovenian Technology to Be Used by Entire Volkswagen Group

Year after year, Slovenian companies prove through their innovativeness, development competence and excellent production quality that they are perfect partners for companies in the car industry. At the same time, with their final products they are dictating trends in the field of mobility.

Barbara Perko and Andreja Šalamun

Electric-Powered Boat with Hydraulic Hardtop Roof Is a Hit

The most popular boat from Alfastreet Marine last year was the 23 Cabin Prestige Line, with a 10kW electric motor and a hydraulic hardtop roof. "Our customers are mostly interested in the more luxurious models, and the look and comfort of the cockpit is very important to them," say company sources. They have also launched a model with semi-hybrid drive, which allows up to 20 hours of use; in the last few months there has been a lot of interest in this design, according to sources at the company. "We have also added options to the Model 23 Cabin Prestige Line that are offered by luxury-class car makers, so these boats are truly refined. Options include the installation of ambient LED lights on the console, black structural wood inlays on the console and Spradling

Diamante cushions, which are UV and water-resistant, have an opulent look and are exceptionally pleasant to sit on. The cabin version of the Model 23 also allows for installation of an electrical WC, so in an overall length of 7.8 metres we can offer nearly all of the options available on larger craft," say sources at Alfastreet.

In the last three years, Alfastreet Marine has been intensively expanding its sales network and is seeking distributors around the world, as demand for their boats is increasing every year. "Alfastreet Marine remains a synonym for quality and refinement, and above all we want to offer nautical enthusiasts maximum comfort on the water and technical solutions that make the boats fun and easy to use. We are currently the only manufacturer that has a category B CE certificate in the 7 metre category, meaning that



Photo: Alfastreet Marine

we have also achieved the highest standard of safety on the water,” say company sources.

8.6 Metre Model Under Development

Their development team is currently focused on finishing the design for an 8.6 metre Model 28, through which the company will take a major step forward in the global range of vessels in this class. “The model will be available in two styles, one with a planing hull and one with a semi-displacement hull, which will allow the installation of various types of electrical drives and motors up to 600 horsepower. The boat will also be available with three cabin options, so we will try as much as possible to cover the wishes and demands of all of our customers. The Model 28 will also offer the option of a hydraulic hard-top roof, as the 95-percent sales of this option prove that the unique design is an excellent choice for both comfort and functionality,” say company sources.

New Generation of Twin Vans on the Way

Adria Mobil is one of the three most respected and recognised caravan brands in Europe. Their leading new feature for the 2019 season is the new generation of Twin series vans, based on the Fiat Ducato, with exclusive new functions including the completely revamped Supreme model with a panoramic “sky-roof” and a spacious loft in the cabin, new kitchen and WC layouts and a completely redesigned interior. The new Plus model has a double sky-roof and a cabin loft, new kitchen and WC layouts and completely new interior furnishings. The entry level Axess Twin models will continue to be built on a Citroën Jumper chassis.

For the 2019 season, Adria Mobil has upgraded the competitiveness of the affordable Axess models and focused on the competitiveness of its entire range of motor homes. The more affordable Axess motor homes, based on a Citroën Jumper (except for the

Sonic model), offer new features, layouts and additional value for money. The Sonic Axess also adds new interior furnishings and other improvements.

In the motor home range, new, innovative “Open Salon” (double sofa or “face to face”) layouts are being introduced in the Sonic, Matrix and Coral models. The new layout offers numerous improvements in terms of both living and driving, and a third bed is added to the popular Coral model.

The caravan range also includes new innovations and new layout options. The Alpina caravan now offers the Adria Live Stream app, which features remote smart control of the caravan and access to instructions for users, the authorised dealers network and information on campsites. Innovative new layouts have been designed for the Alpina and Adora, with a layout for teens in the Adora that features four separate living areas and two entrances.



Photo: Adria Mobil



Photo: Adria Dom

Houseboat Launched

In 2018, Adria Dom began selling houseboats, for which they have partnered with an Italian firm that is responsible for supplying the floating platforms. Their first houseboats have already been sold in the Italian resort town of Lignano. They are also betting on their Alpline modular house, which is designed primarily for the demanding northern European markets. The energy-efficient Alpline house is designed for year-round living, with various heating options.

Adria Dom has developed new features for the 2019 season in all of their product groups. In mobile houses they have completely revamped their entry-level SLine series. Both the interior and the exterior have been redesigned. The Compact model, which can be quickly adapted to the user's immediate requirements, has also been upgraded. The main living area has been designed so that it can be a children's playroom in the morning, a dining area for lunch and either a living room or an additional bedroom at night. The mid-level MLine series features

a redesigned exterior and interior. The exclusive XLine series also received some new design features, including innovative 3D wood cladding.

Among glamping tents for 2019 they have designed the new Safari Adriatic, the entry-level model in their most popular series, whose authentic character is captured by the slogan "Perfectly Simple". Another important innovation is the new Safari L Loft model, which was developed on the basis of the success of the smaller M Loft model. The Safari Loft series features a spacious loft with a balcony, which is still a standout feature amongst the competition.

The competitive advantages of Adria Dom's glamping tents are quality, design, innovativeness and excellent post-sales service, which is recognised by customers in Sweden, Portugal, Spain, Croatia and Japan. The company is already developing ideas for the 2020 season. "We are planning and already beginning to develop smart house technology with which buyers can use the IoT system to manage one house or an entire neighbourhood."



Photo: Hidria

Technology to Be Used by Entire Volkswagen Group

Last year, Hidria launched important new innovative designs for radically lowering fuel consumption and emissions in internal combustion engines and for new highly efficient hybrid and full electric drives. "After years of innovative development we launched a new innovative digital system for cold-starting diesel engines using a Hidria Optymus PSG pressure sensor, which received a European award. It significantly reduces fuel consumption and all emissions of harmful gases from diesel engines," say sources at Hidria. "The closed-loop digital ignition system developed by Hidria can reduce fuel consumption and emissions of harmful gases by up to 30 percent in comparison with current technologies. Our global market share in this

segment will consequently approach 30 percent. The entire VW Group will be using the system in its new two-litre diesel engine."

Their innovative solutions in the totally new 48V light hybrid electric drive system contribute to the reduced emissions. "Using so-called starter-generator technology, it allows mechanical energy to be converted into electrical energy during braking and assists the electric motor during acceleration. The latest models which have both the Optimus PSG and the solutions for the new 48V light hybrid system built into their engines are the just introduced Audi A6 and A7."

Hidria also develops and manufactures key parts for steering systems, with a focus on premium marques. They have thus developed key parts of the steering systems for the new Mercedes C Class. They also develop and manufacture innovative and stylish motorcycle frames, which they produce for BMW, Ducati and others, and as of this year also KTM.

In the field of heating, cooling and air conditioning, they have launched a completely new line of electronically commutated centrifugal fans, EC fan systems that feature low noise and high energy efficiency. The state-of-the-art electronics and highly efficient electric motors produced by Hidria ensure increased efficiency and reduced energy consumption.

Hidria's key partners include Audi, BMW, Daimler, PSA Peugeot Citroën, Renault, Volkswagen, Bosch, Continental, ZF and many others.

Exhaust for Kawasaki Ninja Well Received

Among the products launched by Akrapovič in the past year, they note in particular their aftermarket exhaust for the Kawasaki Ninja 400, which has been very well received on the market. Other top sellers include their exhaust systems for the Vespa GTV 300, Yamaha MT-09, Yamaha YZF-R6 and BMW R1200 GS Adventure. Their aftermarket exhaust systems for



Photo: Akrapovič

cars include systems for the Porsche Macan, BMW M5, Porsche Panamera Turbo/Turbo S E-Hybrid, Nissan GT-R, Porsche 911 GT3 (991.2) and Mercedes AMG E63/E63 S.

"Our recent projects include working with the motorcycle manufacturers Ducati and BMW Motorrad, whose new supersport motorcycles will be unveiled in the next few months. In the car segment we manufacture exhaust systems for the Bentley Continental Supersports, Bentley Bentayga, Audi RS 6 Avant, RS 7 Sportback, Alfa Romeo 4C, Volkswagen Golf R and Koenigsegg Regera, and the BMW M4 DTM, BMW M6 GT3, BMW M8 GTE and Aston Martin Vantage GTE race cars," say sources at Akrapovič.

Akrapovič exhaust systems can also be found as stock equipment or as options on various motorcycles and cars from leading manufacturers. These include



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Modern European Manufacturer

TBP, the manufacturer of Bowden cables for Europe's automobile industry, is located in Lenart, Slovenia and was established 58 years ago. Every year, it manufactures 70 million Bowden cables for established automobile brands such as VW, Audi, Porsche, Seat, Škoda, Lamborghini, BMW, Daimler, Volvo, Jaguar, Bentley, Rover, Ford, GM, and others.

Good Organisation, Modern Equipment and Innovation

The skilled staff and modern technological equipment are the reasons for TBP's success. The company is the supplier to and partner of established manufacturers in the automobile industry due to its strong research and development activities as well as the ISO 9001 certification, IATF 16949 certification and ISO 14001 certification.

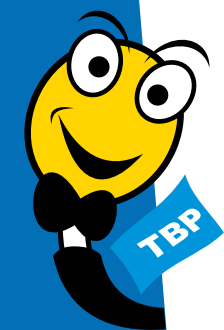
The objective is No Mistakes at Work

The company pays special attention to comprehensive quality management, which includes quality, environment, health and occupational safety and which are considered the responsibilities of all the employees.

The company's strategy is no mistakes at work. Several indicators show TBP's growth. Sales volume has increased by 157% in the past ten years, the capital by 230%, and the number of employees has grown by 125%. The company is growing in part due to the fact that most of the net profits are allocated to development, especially to modernising technological equipment.



"The business process is connected with and supported by a modern information system which enables the company to be flexible in its communication with customers and suppliers. The CATIA system provides an accurate and quick transfer of information, especially when developing new products."



Mr. Bo



The World's Most Environmentally-Friendly Trainer Plane

Pipistrel's most notable launch in the past year is Alpha Electro. "At this moment we are completing the full certification procedure, meaning that it will be the first totally electric aircraft ever to obtain a full EASA-Type certificate, and it is also certified for pilot training. We will begin delivering them to flight schools by January at the latest, as the greenest, quietest and most environmentally-friendly trainer plane in history," say company sources proudly.

Pipistrel sell under their own brand in 95 countries on every continent, and they are currently focusing on new markets in Africa, the Near East and Oceania. They also sell their electric drive systems to others for research or scientific purposes or for application. "A good example is NASA, which has purchased several Pipistrel electric drive systems that are normally used to power our Taurus Electro G2 aircraft. They are testing the systems as a part of their research into electrically-powered flight in preparation for their new experimental X-57 aircraft, which has 14 electrically-driven propellers integrated into the wings."

Another very significant and sizable project is their cooperation with Uber, which signed a long-term agreement with Pipistrel on cooperation in the manufacture of electric-powered VTOL aircraft. According to Pipistrel, test flights of the prototype will begin in 2020. The major part of their development capacities are currently focused on vertical take-off and landing aircraft.

Camping Trailer Receives Award

The TPV Group is a leading development and pre-development supplier to the car industry that develops and manufactures products which critically affect handling, safety and comfort. They include various frame and body assemblies, seat components and engine seals. They also develop and market comprehensive solutions for smart factories, where their automated guided vehicles (AGVs) are one of their key products in the field of automated internal logistics. They also develop and manufacture light cargo trailers, where together with their partner Böckmann they are one of the largest manufacturers in Europe. "Among our more than 80 trailer models, one of the key new innovations this year is our Off Road camping trailer, which won an award for innovation," say sources at TPV.

The TPV Group has earned the trust of the world's most demanding vehicle manufacturers and systems suppliers, which have entrusted them to develop products for the most prestigious marques such as BMW, Rolls Royce, Mini, Volvo, Mercedes Benz, Jaguar, Land Rover, Renault, Smart, Volkswagen, etc. They hope to further expand sales of their product groups already present on the European, North American and Asian markets.

the motorcycle manufacturers Aprilia, BMW Motorrad, Can-Am, Ducati, Honda, Kawasaki, KTM, Yamaha and others, and car makers Bentley, Audi, Alfa Romeo, Volkswagen R, Renault Sport, Koenigsegg, and Abarth, and race cars from BMW Motorsport, Aston Martin Racing and others. They supply numerous racing teams that compete in the MotoGP, MXGP, WorldSBK and other world championships.

"We are currently developing exhaust systems for several motorcycles and cars, including an aftermarket system for the Alfa Romeo Giulia Quadrifoglio," say company sources, who add that they are also developing numerous exhaust systems and other motorcycling and automotive products, which will be presented in the coming year. The company hopes to establish new connections in the motorcycling field, particularly with motorcycle producers in the US and Asia, while their target group in the car segment is manufacturers of premium marques.



Photo: Pipistrel

Photo: TPV

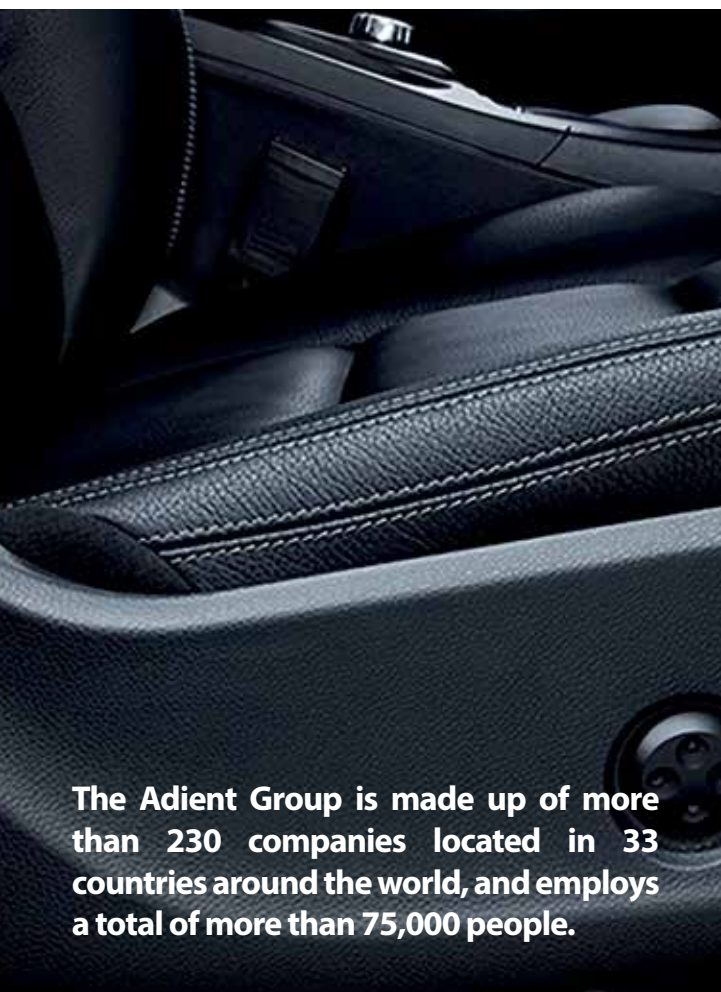
Products to Support E-Mobility

KLS is a global supplier to the car industry whose products are supplied to Tier 1 customers and OEMs in all of the major global markets. "Our ring gears, signal rings and mass rings for flywheels are installed in cars from the majority (more than 30) of the world's finest OEMs. Every year we develop a large number of new products for this series for prototype testing or batch production. In the last year we have developed 46 new products in this group to the batch production phase," say company sources, who add: "One of our major German customers even gave us a strategic partnership award in 2016 for the high quality of our products and services and overall excellence."

They are currently developing the production of products for e-mobility applications. "These are very precisely manufactured gears and rings, capable of transferring large amounts of power along with high wear resistance, for transferring power from the electric motor to the drive wheels in electric or plug-in hybrid drives," say company sources.



Photo: KLS



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Going green with Metrel

We live in times of great awareness of our impact on the environment, unprecedented in modern history in the extent of measures, designed to mitigate the harmful effects. They not only entail efforts to decrease amount of refuse through recycling, but also limit carbon footprint via the use of green technologies that primarily impact the energy industry and the transportation sector. Wind turbines and photovoltaic panels are becoming increasingly important in satisfying growing energy needs of modern societies, while cars with internal combustion engines are slowly superseded by electrical ones. But, they all require a special emphasis on safety and security due to the nature

PROMO

of electricity and its ubiquitousness in everyday life. And electrical safety is one of the areas where Metrel is on the forefront of innovation.

Metrel is one of world's leading manufacturers of electrical testing and measuring instruments, with special emphasis on electrical installation safety, high voltage insulation testing, earthing analysis and power quality analysis. All play an important role supporting role in ensuring proper functioning of conventional and green electrical technologies and devices, but with multifunctional electrical installation testers and power quality analysers worth mentioning in this regard.

The former support testing of electric vehicle supply equipment (EVSE) with special accessories, while the latter enables analysis of power quality issues and losses that can serve as a basis for formation of energy saving measures.

The reason for this foray in EVSE field is not just Metrel's commitment to supporting green technologies, but a growing need of electrical safety inspectors and electricians for electrical safety testing solutions for a diverse and increasing number of electric vehicle charging stations and accessories, especially public ones. Since charging stations are nearly always a part of electrical installations they can be tested with multifunctional installations testers. A good example would be the MI 3155 EurotestXD in conjunction with the A 1532 EVSE adapter, which enables testing of a charging station simply through the (charging) socket. On the other hand, some charging stations and accessories are more complex and require a more comprehensive technical solution, like the A 1632 eMobility Analyser, which offers the users unprecedented flexibility in testing electrical safety and functionality of virtually all commercially available charging equipment.

In contrast, power quality analysers are more general tools for analysing the state of electrical installations, systems and machines, although as important for safe and quality power management with emphasis on wasteful energy reduction. Metrel offers a range of power quality analysers and comprehensive product support, including product training for future users to expertly analyse their installations and propose appropriate cost and energy saving measures.

www.metrel.si





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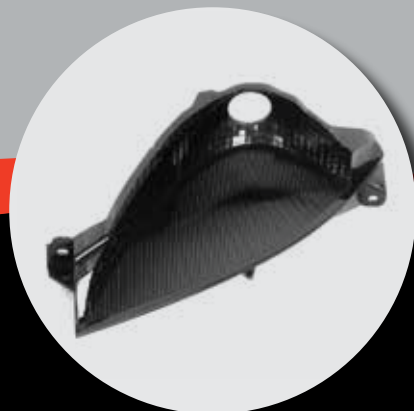
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Photo: Pirnar

Entrance Doors Like Never Before

Some very special developments in the world of entrance doors, new trends in battery-powered gardening equipment, the world's first digital actuator (with energy-saving functions), a sophisticated designer kitchen composter for organic waste, and technically advanced glass of super premium quality.

Barbara Perko and Andreja Šalamun

Domel's Electric Motor in the BMW i3 AC Compressor

With its development of compact and highly energy-efficient electric motors, Domel are setting the pace when it comes to battery-powered gardening equipment. The leading names in professional gardening equipment, Stihl and Husqvarna, already incorporate electric motors manufactured by Domel into their chainsaws, mowers, harvesters and blowers. Alongside a series of components manufactured for the car industry, the company also produce electric motors for the AC compressor in the BMW i3 electric car. By developing a compact compressor, they have become an exclusive supplier to the Wagner company, which produces paint-spraying equipment.



Photo: Domel

Their vacuum, which received a Gold Award for innovation from the Chamber of Commerce and Industry of Slovenia, has been incorporated into the new vacuum cleaner from Kärcher, the German manufacturer of professional cleaning equipment. "The new vacuum unit has been developed for battery-powered stick vacuum cleaners. It is an innovative technological solution based on an electronically commutated motor of modular design that provides a great degree of adaptability to the varying requirements of customers," say the company.

By diversifying their product portfolio, they have managed to disperse their operations across several market sectors. Domel's motors are incorporated into vacuum cleaners manufactured by Philips, Electrolux and Kärcher, as well as those produced by Slovenian manufacturer Hyla, which are marketed on all continents. They are strengthening their presence in the vehicle segment in tandem with Hella, Continental and other predominantly Tier 1 and Tier 2 concerns.

They are keen to use their own branded products to strengthen operations in the medical and laboratory equipment sectors. "When developing our new family of centrifuges, we strove to ensure that the devices were packed with top features. We also included elements of industrial design, which is very important for products," say Domel.

The company have several e-mobility projects in development. Their key guidelines when developing their range of EC fan motors were high energy efficiency and high material efficiency. "New applications have appeared recently in which practically the only running cost is that of electricity consumption for cooling and ventilation. These are mainly large servers, computer centres and data centres, where our solutions are attractive not only from the ecological aspect but also in terms of cost-effectiveness and reducing running costs."

First Digital Actuator, Upgraded with Energy-saving Functions

Danfoss Trata are the world's leading supplier of energy-efficient solutions and technologies for buildings, infrastructure, agriculture and the environment. The company outline their product portfolio, which includes 4,000 different products from four manufacturing programmes: "We supply products that are used in district heating and cooling applications and

"A new approach has recently been taken in my area, combined with new technical solutions. We had issues with some valves and decided, in collaboration with an operations manager, to implement and test Danfoss's new valves for our field of work. I didn't know that heating equipment required so many tests, and it is very impressive to see that 100% of it was tested. We see the quality of the equipment."

Valet Didier, Technical Department Director,
Dalkia Paris



Photo: Danfoss Trata

for the regulation of heating and air-conditioning in residential and business buildings to partners in over 45 countries around the world." Their most important products are those used for the regulation and hydraulic balancing of district heating and cooling systems, as well as heating and cooling systems in buildings, and brazed plate heat exchangers.

They see digital transformation as a massive opportunity, believing that the transition to smarter and more connected systems will increase value for their customers. They added to their range last year with the introduction of three major new products. NovoCon is the world's first digital actuator, complemented by a number of energy-saving functions. "These allow the user to install certain operating regimes to reduce energy consumption for heating and cooling, from limiting return temperature to setting the desired temperature range. We received a Gold Award for innovation for this product in 2017," say the company.

The XB06H StS Evoflat brazed plate heat exchanger is a further link in the new chain of small and medium-sized heat exchangers manufactured by Danfoss.

They are produced using alternative copper-free brazing materials. "The new heat exchanger boasts superior rust-resistant properties and an extended operating life of over 15 years when used in district hot water applications. With this new product, we have managed to upgrade our existing range of conventionally brazed variants of the same model, thereby facilitating its use in the most testing operating conditions – something that has hitherto not been possible," say the company.

They have also presented a new generation of pressure regulators and Virtus flow regulators, which have been upgraded with an electrical drive unit that enables the desired values to be set. The main selling points of the digital transformation of mechanical pressure regulators are the option of setting the regulators remotely (iNET functionality) and the automatic recognition of oscillations in heating systems by adjusting the operating regimes of the pressure regulators (iSET functionality). Danfoss Trata are also preparing to launch a new generation of Virtus and Abqm4.0 products.

Their main B2B customers are wholesalers specialising in heating technology, including Skanska and the German company GC Gruppe, while their direct customers include district heating installations and district heating and cooling distributors, such as the ENGIE Group. Their largest export markets are Russia, China and Germany, but they are also increasing their presence in South Korea, Malaysia, Singapore, Spain and Italy.

Unique Entrance Wall

The Pirnar company manufacture innovative entrance doors and walls – including a door that features the world's first automatic one-touch handle – and this year they have managed to create another superbly innovative product. The company certainly know how to sell their entrance wall, the only one of its kind in the world: "We wanted to make something that excited admiration, thrilled with its innovation



Photo: Pirnar

and knew no bounds. So we created two timeless and unique collections of handles, Magma Light and Crystal. Elegant. Timeless. Uncompromising. These are the words that describe our most exclusive and refined product, the Theatrica entrance wall. For perfectionists who know what they want and who delight in beauty. For bold, ambitious people with taste." The products caught the eye of the international jury at the 2019 German Design Awards.

Theatrica is an entrance wall that uses cameras to automatically identify the owner, before sliding open silently and then automatically closing (although it is still possible to operate it manually). The wall can be manufactured in the largest dimensions and is available in a wood, stone, glass or aluminium finish.

The company can also boast an entrance door featuring the world's first automatic one-touch handle, for which they won a prestigious German Design Award in 2017. The "Ultimate Pure" range of entrance doors uses a OneTouch system to identify the owner by means of a fingerprint reader or other access system. The handle then emerges from a completely flat surface, the surrounding area is illuminated, the lock is released and the doors open. As the doors open, the handle moves back into its resting place.

The company are always looking for new challenges, and are planning even more new, unique masterpieces. Their doors can be found all over the world. "It's worth reminding people that our doors adorn production companies and the magnificent homes of some world-famous celebrities," they add.

Compost, Fertiliser, Even a Drain Cleaner

This year's innovation and this season's success story at the Velenje-based Skaza company, which is making a bigger and bigger name for itself on the outdoor living market, is the Pick&Go collapsible picnic set, made from environment-friendly materials, chiefly sugar cane. As the company are keen to point out, the natural materials used prevent any harmful long-term effects on the environment – and, what's more,



Photo: Skaza

the picnic set is melamine- and BPA-free and can be recycled. The basic model is aimed at countryside adventures for up to four people, while the stacking system, which uses fasteners to keep the bowls in place, means that extra elements can be added for larger groups of picnickers.

The Bokashi Organko 2 kitchen composter for organic waste, which features a sophisticated new design, is being launched this year. As Skaza say, this new, improved product features a better range of functional solutions and, like the majority of the company's products, is made from recycled materials. "In addition to treating organic waste responsibly, a trend that is gathering strength in the developed world, Bokashi Organko owners get a superb compost base, and the fermented liquid produced as the waste breaks down is an excellent fertiliser for garden and indoor flowers, vegetables and fruit. It also makes a great drain cleaner too."

Skaza have been working with world-renowned partners for decades, and have already contributed several products and solutions to the car and electronics industries in particular, such as switches and home furnishing components. "Here at Skaza we are always looking for new customers looking to expand our areas of operation. We are focused on markets whose shoppers are ecologically aware and value the concept of sustainability. This means Scandinavia, the UK, France, the Netherlands, Germany, Austria and a few other places. Our products can be found in more than 50 countries worldwide," say the Velenje-based company.

Impressing the Caribbean and Mexican Markets

The products produced by the Steklarna Hrastnik glassworks company are distinguished by the excellence of the glass they use and the quality of execution. The new "Alaska" bottle, part of their 'High Glass Spirits' collection, more than meets the company's traditionally stringent quality requirements. The bottle is the result of an international design competition organised by the company. Like the other 14 standard bottles in the High Glass collection, it boasts technical sophistication and super premium quality (being made from some of the purest glass in the world), and can be used for a range of purposes. "It is this adaptability that enables the customer to add their own individual touch or a company to add their own branding elements by applying added decoration, which gives the product authenticity and uniqueness," say the company.

Steklarna Hrastnik produce new bottles for prestige spirits such as cognac, rum, whisky and gin. "These bottles have opened up the Caribbean and Mexican rum-producing markets for us in the last year." Their spirits bottles are used by world-famous brands such as Hennessy, Heineken, Bacardi, Martini, Pernod Ricard and others. "This year, together with one of our clients, the Pernod Ricard Group, we have also applied to the Luxe Pack fair in Monaco in the hope of securing a 'Prix Formes de Luxe' prize, which

rewards innovation, for the LGD bottle we have developed in cooperation with the client."

Over the last year, the company have also added to and refreshed their own collection of glass tableware. They have developed two new ranges, Freya and Jack, which feature water, whisky and cocktail glasses. As they reveal: "We have also taken a step forward over the last 12 months by developing our technically most exacting perfume bottle as part of the 'High Glass Parfums' collection." Their Callisto High Glass bottle has gained top recognition by being used by a prestigious ambient perfume brand. "We are already developing a fresh new design for the client, with additional volume sizes." The company is also preparing a product they hope will cement their place as a serious competitor on the perfume bottle market.

But that's not all the company are currently developing. They are also working on a line of special bottles for a global gin producer, and collaborating with an excellent Slovakian designer and outside partner on another spirits-related project, to be launched on the prestige drinks market in India next year. They would like to expand their presence in France, the UK and the US by 2021, offering glass tableware as well as glass packaging, and to expand their production of special glass packaging for super premium drinks brands and premium perfumes.



Photo: Steklarna Hrastnik



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Photo: Sava Hotels & Resorts

Health and Well-Being

A comprehensive package for mind and body – from superb food to first-class locations and products your body will love.

Innovative range of yoghurts, first high-protein ice lollies and hemp-seed toast. Healthy and natural are the guiding principles behind the Slovenian food industry, which keeps a keen eye on food trends and offers consumers only the very best. They place great emphasis on locally produced ingredients of verified quality, but also on using new approaches to develop environment-friendly packaging.

Slovenia is also continuously engaged in introducing new developments in tourism, with guests opting in increasing numbers for comprehensive “well-being” products and services. Guests can take therefore advantage of a relaxation park comprising the four basic elements that help to improve well-being, rejuvenate their senses at a spa, or set out to explore one of the most beautiful caves in the world. A visit to a high-mountain pasture, a unique example of

cultural and architectural heritage, also makes for an unforgettable experience.

The principle of “a healthy mind in a healthy body” is something common to all the activities and experiences described above. The Slovenian pharmaceutical industry, which introduces new products to markets across the world, is also concerned with ensuring that people enjoy good health. Among other innovations, they have introduced a tablet to replace suspensions, and a tablet that dissolves in the mouth in a matter of seconds.

Companies Win Over Customers with Healthy Products

Demand for healthier foods and products is on the increase every year, and Slovenian companies have plenty to offer in this regard: additive-free premium fruit yoghurts, special types of bread ...

Andreja Šalamun

Innovative Range of Yoghurts

This year, dairy producer Ljubljanske mlekarne have unveiled Mu Natur, a new, innovative range of yoghurts containing yoghurt, premium selected fruits and nothing else – making them the only fruit yoghurts on the Slovenian market without any added sugar. “This innovative product was developed in collaboration with scientists at Ljubljanske mlekarne and specialists from Ljubljana university’s Biotechnical Faculty. The main idea behind this first joint development project was simple: to use only natural yoghurt and fruit, with no additives at all,” the company explain. They add that the Biotechnical Faculty has awarded the product one of its “100% natural” certificates as proof that it contains no added sugar, flavourings, colourings or other additives. “The Mu Natur range is our response to a growing trend in the food sector, which is increasingly turning to healthy food containing no added sugar.”

Ljubljanske mlekarne are part of the dairy industry’s largest concern, Lactalis, whose global brands, which include Président, Galbani, Lactel and Zymil (Parmalat), can be found in almost 90 countries around the world. The company say that they have made a name for themselves within the group for the exceptional quality of their products. According to them, “this is why our sister companies have entrusted the manufacture of various products under globally and regionally recognised brand names, including Président, Lactel, Zymil (Parmalat) and Nestlé, to us here in Ljubljana.” Their products also appear as ingredients in domestic food manufacturers’ products, for example in those of Pekarna Pečjak and Žito, the Conditus confectionery workshop uses its own ingredients to produce the famous cream slice, or kremšnita, from Bled for Hofer, while the Incom company produce ice cream.



Photo: Ljubljanske mlekarne

Gorenjka Chocolate Making a Name for Itself Abroad

“The most successful products to be placed on the market in recent years by Žito and Podravka have been their ‘jubilee bread’ and a range of new part-baked products. We brought out the ‘jubilee bread’ product to mark the company’s 70th birthday. It is made from seven types of grain, comes in a classic oval loaf shape with longitudinal cuts, and has a fuller taste on account of the wheat sourdough, which also keeps it fresh for several days,” say Dr Mateja Modic, Žito’s Director of Development, and Matjaž M. Dremelj, Head of exports. The new part-baked products, the company’s export flagships, are also popular. As they explain: “These Žito products are made in Slovenia, partly baked, then deep-frozen. They are then shipped abroad, where they are finished at shops and service stations.” The two point out that the products concerned are marked by innovation, originality, a rustic style and a recognisable flavour, making them distinct from the products produced by their global competitors.

“Foreign customers also enjoy Gorenjka chocolate, including, over the last year, the new Mistica Wellness range of dark chocolates containing goji and maca,



Photo: Gorenjka

hemp seeds and orange, ginger and matcha, and coconut and collagen, as well as the Gorenjka Classic with 85% cocoa. Our customers also appreciate our spelt gnocchi.”

Hemp Seed Toast Wins Awards

Last year Žito also brought their “Krušnik” bread to market and it has already proved very popular, while the company won an award for most innovative food product in the pre-packaged food category for their hemp seed toast from the Ljubljana-based Nutrition Institute. “We have also launched a special range of pastas onto the market, including nettle pasta and tricolore mini penne rigate, which get their colour from the pumpkin, nettle and powdered beetroot added to the durum wheat. We are also developing a range of organic products, such as the Natura Bio mix of heritage flours. We have also introduced new flavours to our range of 1001 CVET teas: apple and turmeric and pineapple and ginger.”

Modic and Dremelj also point out that the development of new and the reformulation of existing products is a response to food trends on the market and to customers’ wishes. “We are taking account of the trend that is seeing an increase in the levels of naturally present functional ingredients, such as fibre, minerals and proteins. We are manufacturing less complex products with simple labelling that are nevertheless of high quality. We are bringing back old grains and pseudo-grains, such as spelt and other ancient forms of wheat, buckwheat, quinoa and amaranth, and are increasing the use of pulses and products made from organic produce.”

Žito products can be found on the shelves of global retailers; such products include part-baked products and caramel and vegan jelly sweets. They are interested in new partners and new markets, particularly countries with higher purchasing power, such as France, Scandinavia, Benelux and the UK, as well as countries outside the European Union.



Photo: Žito

Yeast Starters Improve Quality

Last year the Don Don company introduced “Grandma’s cornbread” from Pekarna Grosuplje to the Slovenian market, followed this year by white and dark breads under the “Domača peka” label. “All three products are prepared using a lengthy dough-preparation process with the addition of a yeast starter, which we use to improve quality,” say Don Don. The yeast starter is prepared from flour, water and a little yeast; the mixture is then not worked into the other ingredients until the following day. “While the dough is resting, micro-organisms and enzymes cause changes that have a positive effect on the sensory properties of the product, giving a fuller flavour, a rich aroma and greater freshness,” they explain.

This autumn they will also be presenting a new “Tvojih5minut” (T5M) dark toast product, which joins the range of toasts already available: classic toast, butter toast, seed toast and Maxi toast. “We manufacture T5M toasts for the entire Don Don Group on all the markets on which we currently operate,” say the company. They point out that the toasts are distinctive mainly because they contain no additives.

World’s First High-Protein Ice Lollies

The Incom company from Ajdovščina manufacture ice cream and other frozen products. They make more than two million ice creams a day and export them to 46 countries around the world. The company say that they are constantly engaged in developing innovative products and new ice cream flavours. In April this year they entered the European healthy lifestyle food market with the Leone ALIVE brand. “Consumers in Slovenia and elsewhere in Europe can now buy a functional ice cream that promotes a healthy, balanced lifestyle,” say the company. They add that they are the first in the world to offer high-protein ice lollies, as



Photo: Don Don

well as Greek yoghurt-flavoured ice lollies with added cereals and semi-candied fruit. Aronia-flavoured ice lollies are also part of the Leone ALIVE family. New "Leone Triple Pleasure" ice lollies have also been added to the Leone range this year.

"We have received numerous awards for innovation for our ice cream, including an internationally prestigious Wabel award, which is given to the best food manufacturers, an international award from the British Frozen Food Federation (BFFF) and a World DAIRY Innovation Award 2018 ('best ice cream' category), which is given to only the most innovative dairy products. Our new ice creams have also won recognition at home: at the international Agra Fair in Gornja Radgona and at the 23rd meeting of business leaders of Primorska in Ajdovščina, where the Leone ALIVE range of healthier ice creams received a Gold Award from the Northern Primorska Chamber of Commerce and Industry and was put forward for national selection."

Manufacturing More Than 600 Different Types of Ice Cream

Incom collaborate with several key partners in Europe. "All our ice creams, more than 600 different types, can be found under global brand names. There's a big chance that a consumer eating ice cream anywhere in Europe or the rest of the world is tasting a product made in Ajdovščina, particularly if they buy a licensed figurine lolly," claim the company.

Their largest sales markets are the most demanding European markets, such as Germany, the UK, Scandinavia as a whole, Italy, France and Belgium and, beyond that, all the way to Israel, Australia, New Zealand and the US. "We would also like to break through with our innovative ice creams to the Middle East and Japan," say a company that develop new ice cream flavours to meet two different types of demand: for healthy ice cream and for rich, sinfully good ice cream.

Consumers Want Healthy Products Made from Local Ingredients

The group of associated companies, Pivka perutninarstvo and Delamaris, also follow consumer demand for healthy products of verified origin, with a high degree of control and the highest-quality ingredients. "With the huge demands on their time, consumers are ever more frequently reaching for food that is quick to prepare, but which has to be healthy, naturally seasoned and without artificial additives," says Karmen Rodman, Director of Strategic Marketing at Pivka perutninarstvo and Delamaris.

Pivka perutninarstvo are therefore continuing to develop ready-prepared chicken for the grill, with added fresh vegetables and natural seasonings, and preservative-free parboiled chicken products. "The aim of the company is to control the entire chain from the selection and preparation of feed, to animal-rearing, production and distribution, all in line with the highest standards," says Rodman.



Photo: Incom

Delamaris are specialists in fish with a tradition that stretches back to 1879. "With so many loyal customers, the company prepares its products in the way it always has, while also developing new flavours for its pre-prepared foods. Last year we revitalised the tuna salad market, this year we're presenting new mackerel flavours featuring vegetables and without tomato sauce," says Rodman. She guarantees that the company use only mackerel of the highest quality (*Scomber Scombrus*) caught in the FAO 27 area of the North Sea, along with naturally fermented vegetables. She points out that the products are manufactured without preservatives and other additives, gluten or GMOs, have high levels of naturally occurring Omega 3 fatty acids, and are packed in environment-friendly BPA-free aluminium tins.

Working with Partners in More Than 20 Countries

Delamaris give priority to manufacturing products for their own brand, but also produce products for Pivka under the latter's brand name. "To realise our vision, we work with different distributors and retailers in more than 20 countries worldwide. We also seek out new ways of getting our products closer to consumers in the European Union in particular," says Karmen Rodman. She adds that they are present in an independent capacity on various different markets. "Delamaris have had a presence on the



Photo: Delamaris

wider European and global market for 140 years. As experts with a long tradition, we have become famous for premium quality because we control the entire product preparation process, from selecting the ingredients, checking the origin of the fish we use, insisting on sustainable fishing, controlling all production and recipe preparation processes, and designing striking packaging,” says Rodman.

As a manufacturer of various parboiled chicken products, Pivka believe that their quality stands out because of their integrated approach to controlling all aspects of creation of the product. “This includes our own preparation of selected plant-based animal feed without added poultry antibiotics, the selection of animals from local farms located an average of 80 km away, and control of all stages of production and distribution to retailers or end-customers. Feed and the end-products themselves are regularly inspected in the companies’ own and in independent laboratories, and the quality of our products has been confirmed by numerous medals, awards and domestic and international quality certificates, including IFS, FDA, EAC and MSC,” says Rodman.

Eyeing up Foreign Markets

“Delamaris products have long expiry dates which makes it possible to reach geographically dispersed and distant markets, while Pivka’s products require the targeting of markets closer to hand,” according to Rodman. She says that the leading markets for both brands are Germany, the UK and Sweden, although the Czech Republic and Switzerland are also important. What interests them most in these markets is working with sales agents that have an extensive business network of merchants able to credibly represent their brands in the pre-prepared food and healthy snacks segment.

As the development of products and packaging is one of the company’s basic activities, they earmark a considerable portion of funds every year to the development of technology and equipment, as well as to the human resources capable of successfully realising the vision of each individual brand. “We are currently placing particular emphasis on developing packaging that preserves the excellent ingredients that make up the product, makes handling easier, is practical to use and is made of sustainable materials. One of our past achievements was the aluminium packaging developed for Delamaris products, while further packaging development products are actively under way, alongside projects to create tasty new products,” says Rodman.

Social Responsibility an Integral Part of the Business Strategy

Pivovarna Laško Union are the leading beer producer in Slovenia. The Ljubljana-based company, which has a tradition stretching back almost 200 years, brews its products at two sites, in Laško and Ljubljana. “Our brands, the best-known being the Laško Zlatorog and

Union pilsners, reflect our passion for quality and our commitment to bringing pleasure,” say the brewery.

The company are constantly adding innovations to their beer portfolio and adapting them to beer-lovers’ desires and requirements. They point out that they use top-quality natural ingredients and are committed to continuous improvement and innovation. “In 2016 Pivovarna Laško Union expanded its sales portfolio with Heineken and other brands manufactured by Heineken-owned breweries around the world. The range of beers is complemented by refreshing soft drinks such as Sola and by Zala spring water.”

The brewery say that they are constantly engaged in introducing new innovations. “They cover all areas, from new drinks categories and new types of beer and soft drink, to packaging redesign and the introduction of new beer-serving technologies.”



Photo: Pivovarna Laško Union

EUR 9 Million of Investment Last Year

Since Pivovarna Laško Union was acquired by Heineken, “the level of investment in the core business has remained intensive”. Last year the brewery made investments of EUR 9 million. “Priority was given to ensuring the production and bottling of Heineken-branded products in Laško, the production and bottling of cider in Ljubljana, and projects to improve safety and innovation and to optimise production lines for sales on the domestic market and the wider region,” they explain.

The brewery exports 34 percent of its output, mostly to Croatia, Italy, Bosnia-Herzegovina and Serbia. The company say that their highest-selling products on foreign markets are Laško Zlatorog, Laško Club, Union pilsner, Union Radler and Sola soft drinks.

“The Adria region and neighbouring markets remain the brewery’s main area of focus. Our export-related ambitions include expanding brand presence to the American market, as well as to other countries in which Slovenes live and work,” they add.



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Vipava valley

Slovenia is the place where the warm Mediterranean breeze rolls in towards the Alps and where mountains, rivers and thermal waters combine to create one of the greenest natural playgrounds on earth. Combined with rich history and culture, world-class cuisine and friendly people, it remains one of Europe's hidden gems. Visit it, before everyone else does!

Adventure and discovery

This is a country that embraces adventure and discovery in the natural world, be it hiking in the Alps, cycling through verdant Italian-style olive groves or rolling hills dotted with the vineyards, canoeing the turquoise waters of the iconic Lake Bled or experiencing adrenaline rush on the Soča River rapids. At the crossroad of Europe, such diversity is

packed into a country half smaller than Switzerland - it is just a two-hour drive from the highest peak of Mount Triglav to the coastal town of Piran, which enchants with Venetian-like architecture.

Culture, history and architecture

Slovenia is the place to be, if you are eager to find out more about the traces of human history and culture back to their very origins.

Here you can discover medieval castles and Roman ruins, seek out fascinating artifacts including the world's first musical instrument and the oldest wooden wheel in existence or simply stroll through one of numerous charming towns, abound with architectural masterpieces. Among them is also the capital, Ljubljana, which is graced with many beautiful buildings designed by Plečnik, the master of

early-modern minimalist architectural design, or Maribor, the country's second largest city which hides a surprising number of museums and art galleries as well as the oldest grape vine in the world.

Culinary experts and world-class wine

Slovenian winemaking tradition goes back centuries. The fertile soil accommodates 52 varieties of vine including



the country's own 'Teran', a full bodied wine grown from the rich red soils of the Karst region. The country is also home to a pioneering orange wine, a floral, honey- colored variety unique to the Goriška Brda region. The Vipava Valley, one of Slovenia's most prominent wine growing areas and one top 10 destinations to visit in 2018 by Lonely Planet, is just an hour's drive from Ljubljana. Then there's the food. Bordering Italy, Austria and Hungary, Slovenia borrows a little something from each of its neighbours, marrying Mediterranean and Central European flavours while also adding a unique twist

using its own fresh, locally sourced produce. Traditional Slovenian delicacies include Carnolian sausage and žlikrofi dumplings, while fresh fish and seafood is widely available in coastal restaurants. Those with a sweet tooth should seek out local specialties such as potica nut roll or the decadent and multilayered gibanica cake from Slovenia's easternmost province. This is also a country on the frontline of world cuisine, featuring top chefs like Ana Roš and Tomaž Kavčič, who were both listed among top 300 chefs in the world this year (and let us recall: Ana Roš was also named World's

Best Female Chef 2017), who create culinary masterpieces and change Slovenia into one of the most desired foodie destinations.

Natural spas and healing waters

It is the quality of the water that Slovenia has to thank for the fertility of the landscape. The country is home to some of Europe's finest natural spas and thermal springs,

with a centuries-old cultural tradition of treating both body and spirit using world-famous magnesium and calcium-rich waters.

For more information about Slovenia, please visit
www.slovenia.info
or check social media channels
#ifeelsLOVEEnia



Photo: Sava Hotels & Resorts

Relaxation Park for Improving Your Well-Being

Individuals need relaxation that both represents and provides integrated well-being. Slovenia has something for everyone.

Andreja Šalamun and Barbara Perko

Visitors Looking for Socialising and Adventure

“The trend when spending holidays at our spas and wellness centres in Štajerska and Pomurje and in Bled is developing in the direction of integrated well-being, which first of all attracts the ‘take care of yourself’ type of guest, and secondly the type of guests who are looking for socialising and adventure. Guests in both of these segments want to take care of themselves – relax, pamper themselves and recharge their batteries, which can mean for example bathing in thermal spring water, relaxing by the pool and reading a book, enjoying time with their families and friends, riding the water slides, tickling their taste buds with local and organic cuisine, enjoying authentic local experiences, cycling through the local hills and flatlands, checking their health status, going for a morning run, sampling typical local wellness

products, treating yourself to a beauty treatment...,” say sources at Sava Turizem.

They believe that the trend of holidays that both embody and represent integrated well-being is “mainly the result of the fast tempo of everyday life, in which what we miss most is quality time for ourselves”.

Hotel Offers New Age Treatment Methods

In the last two years, they have introduced numerous new features for guests at all of their destinations. At Sava Hotels Bled they have renovated the former Hotel Golf and renamed it the Rikli Balance Hotel, which has been open since March, and the rooms have been given locally tinged stories. They also revamped the hotel’s menu, which is now based on fresh ingredients and local dishes.

With the opening of the hotel this year they have completed the second of three phases of renovation, and they are just now completing the third phase. "Our guests will now be able to experience New Age treatment methods based on the methods of Arnold Rikli, the founder of natural healing in Bled in the 19th century, who relied on natural forces for healing: air, water and sunlight. He promoted exercise in the fresh air, good food in moderation and reinvigorating sleep. The Rikli Relaxation Park is the perfect place for guests to slow down and spend a few moments for well-being, focus on themselves, relax and gather new strength for their everyday challenges," say sources at Sava Turizem.

The Rikli Relaxation Park is composed of four basic elements that each promote well-being: "Rikli's Barefoot Path" (a walk over eight different surfaces that has a beneficial and relaxing effect on the body and soul), "relaxing in the shade of trees" (Rikli advocated spending time outdoors, and especially exercise, in order to increase your vitality, improve your mood, improve your concentration, strengthen your immune system and increase your ability to tolerate stress), "hugging trees" (vast amounts of life force flows through trees, which is beneficial to the body and soul) and "inner peace through yoga" (yoga in the park will still the participant's thoughts, relax the body and return them to wellbeing).

A "Nature Pool" with Black Thermal Spring Water

Upgrades have also been made at the Terme 3000 spa in Moravske Toplice. They have renovated the indoor thermal pool, the lower part of which is designed for lively and active guests, and in the "nature pool" guests can bathe in the black mineral water of the thermal spring, which is helpful for degenerative rheumatism, alleviates chronic infective rheumatic diseases, promotes recovery from injuries and operations, stimulates blood circulation, helps treat skin diseases, reduces anxiety and improves your general well-being. The upper part of the indoor pool has numerous peaceful corners intended for rest and relaxation, and there are several saunas to choose from.

At Terme 3000 in Moravske Toplice, a completely new experience awaits at the charming new cottages in the Prekmurje village of Ajda, which take their inspiration from the typical Prekmurje houses called "cimprače", say sources at Sava Turizem. "The modern cottages have thatched roofs and wooden accents, giving them a natural airiness and warmth, and unlike the cimprače, the large windows let in a good amount of sunlight. The cottages are located in the immediate vicinity of the Terme 3000 spa complex."

They have also completely renovated the indoor pool at the Hotel Ajda at the Ptuj Spa, which is known as a destination for active regeneration, and guests at the Grand Hotel Primus have numerous sports options available, including morning yoga with a

certified instructor which is shown on the hotel room televisions every morning.

The new drinking hall at the Hotel Radin at the Radenci Spa is expected to be completed this year, where guests can take the Henn drinking treatment three times a day, in which they drink mineral water directly from the curative spring.



Photo: Sava Hotels & Resorts

Holidays Worth the Money

"Our guests first of all look for holidays which offer personal care, and then for socialising and adventures. They are also interested in new products and services. We plan them according to trends on the market, the behaviour of our guests, the specifics of the local environment, and sustainable tourism," say sources at Sava Turizem.

They note that in the last two years guests have been choosing holiday destinations that provide integrated experiences. "This means that they are interested in the story of their destination, which has to be unique, authentic, genuine, part of the local environment and having a sustainable signature. This inspires guests and convinces them to return to the destination and become brand ambassadors. A very important role is played here by paying careful attention and the hospitality and friendliness of the people at the destination," say company sources. "We only go on holidays for a short time, but guests are increasingly putting value for money higher on their



Photo: Krka Spas



Photo: Krka Spas

list, meaning that the holidays they reserve have to be first of all worth the money they are paying,” they say.

They note that there has also been a change in the perception of what constitutes luxury tourism in the last two years. “The redefinition of luxury is a move away from five stars towards simple outdoor accommodations. Luxury in this sense relates to freedom, nature, purity, sustainable tourism and local experiences, i.e. fitness for the soul and a wonderful sense of well-being. The people who choose this type of holiday are usually people who lead very full, intense, active lives and are looking to take care of their body and soul and spend some quality time with their family,” say sources at Sava Turizem.

Medically Supported Relaxation Programmes at Krka Spas

Krka Spas include the spa resorts of Dolenjske Toplice and Šmarješke Toplice, the Talaso Strunjan seaside centre, the Otočec Hotels with one of Slovenia’s best-known castles and an attractive golf course, and the Hotel Krka, a business hotel in Novo Mesto. “At our health centres we have a very wide range of health services for rehabilitation after injury and diseases of the locomotor system, cardiovascular and respiratory diseases, and we also operate modern diagnostics centres with various specialist clinics. We are also expanding our wide range of medical knowledge to include preventive medicine,” say company sources.

They say that they are the first in Slovenia to offer their guests medically supported relaxation programmes through which they help people overcome civilizational diseases and other difficulties such as stress, weight gain, premature ageing, etc. “There is increasing demand for effective programmes that pave the way back to a healthier and fuller life, and guests are inquiring about them more and more often. At the Šmarješke Toplice Spa the most popular programmes are detox with a VitaDetox cleanse and the SlimFit healthy weight-loss programme, and

the ‘Healthy Ageing for a Longer and Better Life’ and ‘Manage Stress and Live Peacefully’ programmes at the Talaso Strunjan seaside centre,” they report.

Active Relaxation and Recreation

Krka Spas also offer diverse pampering programmes and active relaxation and recreation. “At the Dolenjske Toplice Spa the guests are primarily interested in the Balnea Wellness Hotel, a hotel with an artistic soul, which features popular programmes for couples. The Just the Two of Us programme includes accommodations (2 nights with half board for two, a romantic dinner or outdoor picnic lunch weather permitting, breakfast served in room and unlimited bathing in the thermal pools) and services included in the individual packages, which offer a focus on pampering, reflexology, relaxation through exercise and proper breathing, and detoxification. We also have a package for couples during pregnancy and a package for seniors. The Dolenjske Toplice Spa thus offers the possibility for two people who are close to one another to stop for a moment, spend some time with each other and harmonise their bodies and souls,” say sources at Krka Spas.

Active recreation programmes are also becoming increasingly popular at Otočec. “The Hotel Sport in Otočec is the only one of its kind in Slovenia – a hotel that encourages its guests to exercise. Its name is no coincidence – right in the entry hall, where all hotel guests can relax, is a punching bag and a set of boxing gloves, and its ‘sports’ rooms are something special – they stand out due to their dominant invigorating yellows, greens, light blues and reds, and sports equipment such as gym ladders, exercise balls, resistance bands for isometric training, etc,” say sources at Krka Spas. There are also numerous opportunities for exercise in the vicinity of the hotel – an adventure park, walking and running trails, outdoor tennis courts and a 75-hectare golf course.

Focus on Wellness Tourism

The people at Krka Spas have been pretty active recently. At the Dolenjske Toplice Spa for instance they are renovating and modernising the outdoor pool at the Balnea Wellness Centre, they have renovated the Medical Rehabilitation Centre, and at the Šmarješke Toplice Spa they have renovated the apartments at the Šmarjeta Hotel and the outdoor pool and patio, and installed a water slide at the sports pool. They have renovated the castle winery at Otočec Castle, and at Talaso Strunjan they renovated the apartments at the Hotel Laguna and installed a new pool on the hotel property this year. They expanded the sauna centre at the Hotel Svoboda, and have opened a new beach restaurant called Pinija, i.e. The Stone Pine, and they are also rearranging the facilities at Strunjan beach.

Baby Dragon Ice Cream at Postojna Cave

In addition to the very well-known and also most popular Postojna Cave, which is this year celebrating the 200th anniversary of the discovery of its most beautiful parts and also of its tourism development, more and more visitors are also choosing to visit Postojna Cave Park and to purchase packages that include tours of Postojna Cave, Predjama Castle, the Proteus Vivarium, the EXPO pavilion and other



Photo: Postojnska jama

attractions. "In this way our guests are also staying in Postojna longer, as increasing numbers are choosing to overnight here," say sources at Postojna Cave.

Innovation and product development are a permanent process at Postojna Cave. "The main development guidelines this year have been originality, authenticity and sustainability. The result is a very complex brand called 'Authentic – Postojna Cave Park', which includes a series of local products, from

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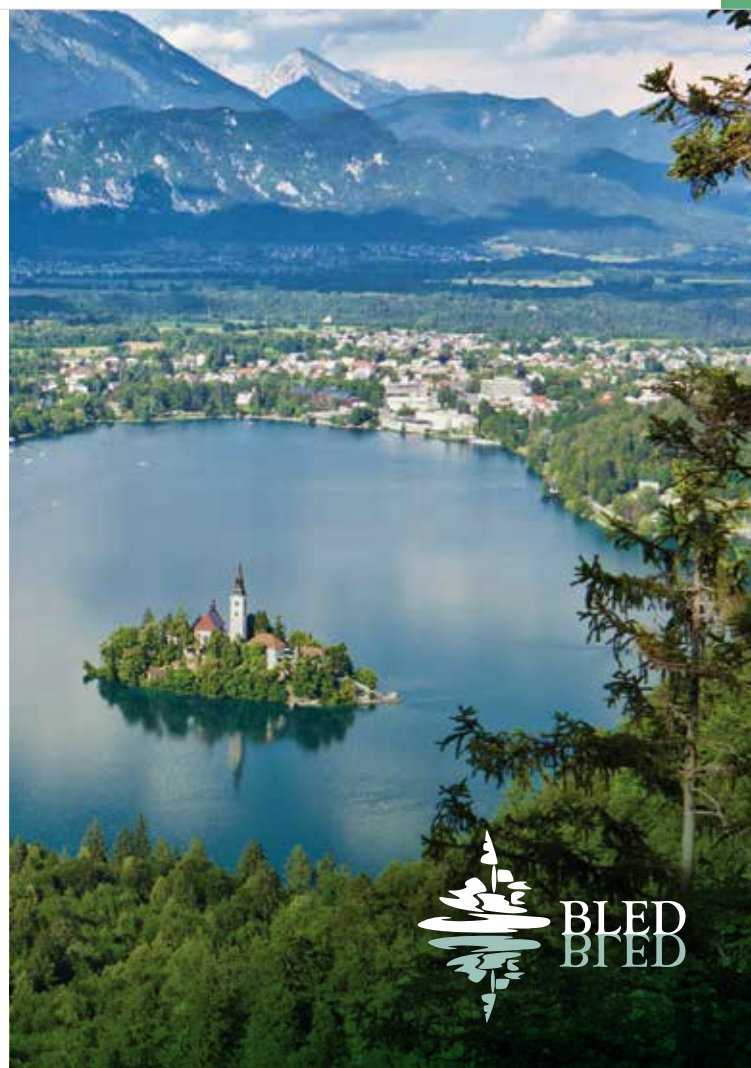




Photo: Postojnska jama

local ice creams, including the tasty Baby Dragon and Briljant ice creams, to typical souvenirs or the specially designed garden decorations in front of our restaurants, which remind one of the cave train, to an emphasis on the Slovenian identity and our natural and cultural heritage,” say sources at the cave.

They have put a lot of effort into the park’s landscaping, with an emphasis on indigenous Slovenian plant species, and there is also an apiary. “In response to demand at the Hotel Jama, we have also created a ‘Presidential Suite’ with an even higher level of services and options. Another major upgrade is the renovated train boarding platform at the Concert Hall in Postojna Cave, which was named after its discoverer Luka Čeč, and which we opened this spring,” say sources at Postojna Cave. They add that the Hotel Jama will soon be opening a “Museum of Eavesdropping” – authentically preserved but well-hidden spaces within the Hotel Jama complex.

Pets Can Be Left at Day-Care

They pay particular attention to both conservation and limiting impacts on the environment, so visitors to Predjama Castle can get free bus rides from Postojna Cave Park. “We have also stopped using plastic bags at our shops and restaurants, and replaced them with biodegradable bags,” they say.

People who travel with their pets still have access to free kennels, where they can leave them while visiting Postojna Cave. “The wider view, outside of Postojna Cave Park, includes the total renovation of the Hotel Planinka in Jezersko into a unique little boutique hotel with 23 rooms, intended for the most discerning guests. Designs for the renovation of the Hotel Cerčno and its thermal springs are in the preparatory phase. In short, we are doing a lot of things in line with our business philosophy: ‘We do only what is good for the Cave and the guest.’

This simple motto is also applied elsewhere, in both Jezersko and Cerčno,” say sources at Postojna Cave.

Fewer Guests from Asia, but More from Europe

They note that their visitors include increasing numbers of families with children, and that the share of individual guests in relation to groups has been on the rise for several years. “There is slightly less demand coming from some of the Asian countries, but demand among the European countries is increasing, so that the number of visitors to Postojna Cave and the other attractions is still growing,” they say.

They expect demand for their services to continue to grow, as the expanded range of services has also extended the tourist season. “We are trying to distribute demand more evenly throughout the year and thereby take some pressure off of the high season, as this also makes for a better experience for our guests.”

Tourists Charmed by Pastoral Life

Velika Planina is a unique high-mountain Alpine pasture in Slovenia, with a correspondingly unique cultural and architectural heritage. The story of Velika Planina can be experienced by visiting a herder’s settlement, where especially during the summer months visitors can see what life was like on the mountain, visit with herders, try some of their local specialities, and learn about the old way of life, how the herders used to pass the time, and how they made sour milk, cottage cheese, cheese and other dairy products, at the herding museum called Preskar’s Hut. In addition to lovers of architecture and cultural heritage, Velika Planina is also popular among nature lovers. The broad meadows, endless paths and amazing views from every corner of Velika Planina will first intrigue you and then take your breath away.

During the winter, in addition to skiing, Velika Planina offers very popular night sledging on the 2.5 kilometre-long lighted piste. Sledges are available for hire for winter sports enthusiasts. During the winter, Velika Planina is also popular with hikers, cross-country skiers and other snow lovers. Lovers of skiing on natural snow can choose between the Šimnovc chairlift and the Zeleni rob rope tow, and the Jurček



Photo: Velika Planina

children's rope tow is a perfect place for children and people who are taking their very first turns on skis. Affordable lift tickets are available for both individuals and families.

Foreign visitors are most intrigued by the pastoral life, the making of dairy products, and above all the free grazing of livestock. Tourists are also pleased with the local cuisine, as all of the food is locally sourced. The pastoral specialties also include homemade buckwheat mash and sour milk, and the Zeleni rob Inn features sweet cottage cheese dumplings, homemade stews and homemade sausages and sauerkraut. "The largest number of tourists come from France, followed by Israel, Italy and Germany. We are positively surprised by the numbers of Spanish visitors this year, as Spain was in second place in August, just behind France," say sources at Velika Planina.

The overnight capacities at the Alpe camp and on Velika Planina are planned to be expanded, bike trails will be built on Velika Planina, and adrenaline activities will be added to the menu.



Photo: Velika Planina

The Škocjan Caves Park

Škocjan Caves Regional Park is situated in the heart of Classical Karst where explorers for the first time ever started to discover and explore the karst phenomena. The most beautiful part of the Park is undoubtedly a set of eleven caves, collapsed dolines, ponors and natural bridges known as the Škocjan Caves. They are the most important underground phenomena of the Karst and on the opinion of international experts one of the most beautiful pearls on Earth. Therefore are since 1986 listed on **UNESCO's World Heritage List** and are one of only two Slovenian sites on the list as natural heritage. Caves are also on the Ramsar Convention list (1999) as the first underground wetland and in Unesco's Man and Biosphere (MAB) (2004) research program.

In the Park you can visit famous Škocjan Caves, also the Mahorčič and Marinič cave with Mala dolina, museum collections (Collection of Cave Explorations, biological, geological, archeological and ethnological collections) or follow the marked Educational trail.



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Maribor

SLOVENIA

In the heart of central Europe, a green oasis not far from famous European cities such as Vienna (260 km), Budapest (340 km), Venice (370 km), and Milan (620 km), lies Maribor, a town along the river Drava in the embrace of green forests and sunny wine growing hills; known on the tourist map of the world as:

- ✓ the city that is home to the world's oldest vine, a worldwide attraction written in the Guinness Book of Records
- ✓ European Capital of Culture 2012
- ✓ a TOP 10 world tourist destination according to many renowned media

The second largest city in Slovenia is located about 100 kilometres from three international airports (Ljubljana, Zagreb in Croatia, and Graz in Austria) and is easily accessible from all directions regardless of where the visitor is coming from.

Maribor is a charming city with deep cultural and historical roots that reach back to the middle ages and that is why old city centre offerings allow one to get know the rich heritage and numerous genuine experiences. Next to the historical trails, modern Maribor has kept its reputation as a cheerful and hospitable city, as it is also known as an excellent wine destination with tasty home-made culinary delights.

The city is the host of many top cultural, entertainment and sporting events and festivals - for example, the famous Lent Festival, the wine culinary Old Vine Festival, Borštnikovo srečanje Theatre Festival, the Golden Fox Alpine Ski World Cup, and many others.



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Products Marketed Throughout the World

“The ability to develop and launch new products onto markets throughout the world – and technologically complex products at that – is Lek’s key competitive advantage, and one that enables us to be the leading development centre for Sandoz, the world’s second largest generic pharmaceutical company,” say Slovenian pharmaceutical firm Lek. Slovenia was one of Sandoz’s leading locations in 2017 for the introduction of new drugs onto global markets, with more than 15 new molecules, or more than 975 new drugs, being launched onto 90 markets around the world.

As the company point out, Lek last year strengthened their position as the second biggest supplier of generic drugs. “With market share rising to 27.8 percent, the company have underlined their position as the market leader in the over-the-counter medicines sector. Together with other Novartis divisions, they are the leading supplier of drugs on the Slovenian market.”

Since becoming part of Novartis, Lek’s products, developed or manufactured in Slovenia, have been marketed throughout the world via the wide sales

network enjoyed by both Sandoz and Novartis.

“Several key products also contain active ingredients developed and manufactured by Lek,” say the company.

Numerous New Products from the Slovenian Development Centre

Last year the Slovenian development centre completed the development of and filed 17 registration dossiers for drugs on the markets of the US, European Union, Russia, Canada, Australia, Mexico and China, along with three registration dossiers for medicinal substances on the exacting American and Canadian markets. Sandoz have successfully launched 18 drugs onto the markets of the US, European Union, Canada, Mexico, Japan, Australia and Brazil that were developed at the Slovenian development centre. Lek explain that the most important of these are drugs for treating metabolic and cardiovascular diseases. “The American Food and Drug Administration (FDA) has accepted for review and given ‘first to file’ status to six drug registration dossiers for treating cardiovascular diseases, Type 2 diabetes, HIV/AIDS and various forms of cancer.”

They have obtained approval on the Russian market for a new form of Amoxiclav, “which replaces the previous suspension with an innovative form of tablet”, and they have successfully placed drugs containing active ezetimibe ingredients for the treatment of cardiovascular disease on the American market. “We have expanded a new psoriasis cream, with its innovative manufacturing procedures, to additional markets in Europe and in Australia, and therefore given a wider circle of patients access to the drug,” say Lek.

Numerous Changes to Medicine Consumption

“Pharmacy is perhaps a little specific in comparison with other sectors, as everyone wants to stay healthy. The pharmaceutical business, particularly the generics market, is extremely competitive,” say Krka, the Novo Mesto-based drugs manufacturer. “For a number of years and on practically all the



Photo: Lek



Photo: Krka

markets on which we operate, we have noticed a large number of changes in medicine consumption, whether these be the result of cuts, changes to the prescribing of drugs or downward pressure on prices. As forecasts suggest, the consumption of generic drugs will continue to increase, on developed and developing markets alike. At Krka we are responding to these challenges with as many new, innovative generic pharmaceutical products as we can, employing a vertically integrated business model in which we develop active ingredients and final products and ensure that they are produced to a high level of quality, and with proactive marketing and sales activities."

Prescription Drugs at the Core of Development, Manufacturing and Sales

Prescription drugs are at the core of development, manufacturing and sales; in order of importance, the company's key drugs are those used to treat cardiovascular conditions, followed by diseases of the central nervous system, gastrointestinal and metabolic conditions, and infections. The company's best-selling prescription drugs are Lorista (losartan), Atoris (atorvastatin), Prenessa (perindopril), Valsacor (valsartan) and Enap (enalapril) for cardiovascular diseases, Nolpaza (pantoprazole) and Emanera (esomeprazole) for gastrointestinal complaints, and others.

"In addition to our gold standard products, we will be strengthening our range with prescription drugs for key treatment fields and promising areas, in particular with pain relief and cancer drugs,

anti-diabetics, anti-viral medicines and antibiotics. Our venture into the area of biologics will start mainly with drugs for treating autoimmune diseases and diabetes. We are partnering with other companies in this segment. We will also strengthen our range of over-the-counter drugs in selected treatment areas, as well as our range of veterinary drugs, particularly those aimed at pet owners," say the company.

First in Europe with Tablets That Dissolve in the Mouth in Seconds

The company reveal that they are developing a number of innovative and patient-friendly pharmaceutical products. "Patients don't notice some of these innovations – for example, the special crystallised form in which active ingredients are delivered, the state-of-the-art ingredients, and the optimal profile for the release of active substances to help make their effects longer-lasting. On the other hand, some important innovations are visible if they contain more active ingredients and thereby optimise treatment. So, for example, we manufacture numerous drugs in a technologically complex pharmaceutical form that enables the active ingredients to be released over a longer period. Our drugs in pellet-containing capsule form are also well-known. In this form, the active ingredient is contained in a neutral core and surrounded by coatings that enable it to be released at equally spaced intervals," say the company.

The company are the first generic manufacturer of orodispersible tablets in Europe; these tablets can

be taken in a simple and discreet manner as they do not require liquid, dissolving in the mouth in a matter of seconds. Double- and triple fixed combinations of active ingredients are another contemporary approach to treatment. They cause fewer side-effects and increase the patient's participation in the treatment process. "We are able to combine active ingredients within multi-layered tablets that would otherwise not be compatible or that are released at different speeds, and do so in a controlled way. The fact that patients are only required to take one tablet instead of the usual two or three eases the treatment process and increases their participation in the treatment process. These are important advantages, and they mean that these drugs have a secure future in the industry," say Krka.

In Six Months, Eight New Products Registered and 400 Registrations Obtained for 84 Products

In the first half of this year, Krka registered eight new products in 18 different pharmaceutical forms and strengths, and, in the same period, obtained 400 new registrations for 84 products on various markets.

"Making use of decentralised European procedures, we have registered the drug Parnido (paliperidone) in the form of extended-release tablets, available in three different strengths. They are atypical antipsychotics and are administered once a day only. To develop this drug, we introduced the new OROS technology, which is based on the osmotic release of the active ingredients from tablets manufactured using laser technology.

We have augmented the range of cancer-treating drugs. Under the centralised procedure, we have also registered Pemetrexed Krka (pemetrexed), in two strengths, in the form of a powder used to make a concentrate for the preparation of an infusion fluid. This is a drug of choice for the treatment of patients with locally advanced or metastatic non-small cell lung cancer.

We have also registered the drug everolimus in tablet form; this drug reduces blood supply to tumours and therefore slows the growth and spread of cancer cells. It is used to treat breast and kidney cancer, and is a drug of choice for certain types of neuroendocrine tumour.

Under the decentralised European procedure, we have registered doxylamine (doxylamine succinate) in the form of 15 mg film-coated tablets; it is used for the short-term treatment of periodic insomnia in adults, shortens the amount of time taken to fall asleep, and improves sleep duration and quality.

Krka's main therapeutic field is that of cardiovascular diseases. We have added new strengths to these tablets, which contain a fixed combination of perindopril and amlodipine, of 2.85 mg/2.5 mg and 5.7 mg/5 mg, and which are prescribed for the initial treatment of high blood pressure. Under decentralised European procedures, we registered it in 15 European countries.

As regards the treatment of viral infections, we registered Entecavir TAD (entecavir) in form of

film-coated tablets in two strengths. This drug is used to treat chronic hepatitis B infections and is, according to guidelines, one of the drugs of choice for treating this disease."

45 Million Patients a Day Are Treated with Krka's Drugs and Medicines

More than 600 specialists are currently engaged in developing over 170 new drugs at Krka. The company reinvest around 10 percent of their annual sales revenues in research and development.

The company says that they are at the very top of the global generic pharmaceutical manufacturing industry, perform effectively on existing markets and are successful in entering new markets. New investments further strengthen this position. Exports account for 93 percent of overall sales within the Krka Group. "We have a strong network of companies and offices abroad. We are also expanding our production capacities outside Slovenia. Some 45 million patients around the world are treated every day with Krka products," say the company.

Krka has a strong presence on the generic pharmaceuticals market in Eastern, Central and South-Eastern Europe. They have also been operating on Western European markets for more than 18 years. Their presence is also increasing on overseas markets such as the Middle East, the Far East, Africa and the Americas. "We have production capacities in Slovenia, the Russian Federation, Poland, Croatia and Germany. We are therefore most tightly focused on European, Central Asian and overseas markets," say the company.



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Photo: Talum

Steel in the Turbines of the Biggest Energy Companies

The SIJ Group launches industrial knives onto the market, Seven Refractories create temperature-resistant products, Belinka Perkemija remain the world's largest producer of sodium perborate, and Talum offer their customers closed-loop recycling.

Andreja Šalamun and Barbara Perko

The SIJ Group have been pretty active in the last year, launching a number of innovations that include SIMOLD S150R precipitation hardening steel, which is used for tools for producing vehicle headlights. "We are also proud of the way we have managed to break through onto the market with a product from the 'Machine building' line marketed by our company SIJ Ravne Systems, where we have successfully put systems equipment or turnkey projects into operation. The first of these is the loading-unloading table for the automated handling of rods, followed by steel ladle transfer cars, a charging table for the straightening machine and the transport system for aluminium ingots," says Aleš Falatov, Head of Marketing at the SIJ Group.

SIJ's Customers Include Holtec, Andritz, Voith and Hobas

The Group's products are used by Holtec, Andritz, Voith, Hobas, Bosch Rexroth and the SMS Group, among others. "SINOXX E770, SINOXX 4923 and SINOXX 4903 steel for turbine blades are incorporated into turbines made by the biggest energy companies, while SIHARD2363 and SITHERM2344 steel for diesel engine injectors goes into the products of a number of major international companies. Our industrial knives are incorporated into internationally renowned brands of machinery for the manufacture and processing of wood, metal, paper, plastic and rubber," adds Falatov.

The SIJ Group, which employs around 7,000 people, points out that, as one of the largest manufacturers of stainless and specialist steels in the



Photo: SIJ

European Union, they bring high value-added to niche steel markets and, as such, are less vulnerable to price pressures and less dependent on volume of production. This allows them to maintain constant operation even in times of uncertainty on world markets – something we have witnessed in the last year.

Developing New Specialist Tool Steel

They are currently developing specialist tool steel for hot working with increased heat conductivity, useful for the manufacture of tools for pressure casting and hot stamping, and are actively engaged in developing specialist tool steel for cold working with increased wear-resistance for use in industrial knives and rollers for the cold rolling of sheet metal.

The SIJ Group would like, in future, to forge links with end-customers on the European, American and Asian markets. Where does their focus lie? “Mainly on users of high-quality tool and specialist stainless steel in the ‘Industrial knives’ product range. We are also looking for new distributors to help us expand our sales network to the American market. We would like to establish a strategic partnership on the European market for the ‘Machine building’ sales programme, specifically for the production of parts, housings and components of machinery and systems equipment. We are also continuing with an expansion of the portfolio of customers in the area of wrought-iron products for the aluminium industry,” says Falatov, who points that they are always keen to forge new strategic and development partnerships around the world.

Helios Group Expanding into Latin America and Africa with Mobihel

“In the last year we have added to our portfolio of industrial coatings a number of important products, and managed to set up e-coat lines in Poland and

Russia for application by manufacturers of original vehicle equipment and in Belarus for application in industry,” says Helios Group’s General Director, David Kubala. Their Mobihel and other products are found in products manufactured by well-known companies, and they are currently engaged in entering the markets of Latin America and Africa.

“Our emphasis is on environment-friendly products, which is why we are focusing on developing the most advanced water-based resins,” says Kubala. The new reactor used to produce these resins, which cost more than EUR 3 million, will replace the old reactor for organic-solvent-based resins, and will enable the total annual resins capacity at Helios to rise from 60,000 to 64,000 tonnes.

“We are also continuing to develop resins with high dry-matter content, as well as new industrial coatings for transport and e-coat lines. We are just putting on the market a new portfolio of products under the ‘Roof Expert’ brand, which provides professional users with systemic roof solutions,” adds Kubala.



Photo: Helios



Photo: Belinka Perkemija

Largest Producer of Sodium Perborate in the World

Belinka Perkemija, a member of the Helios Group, are currently the world's largest producer of sodium perborate and one of eight European producers of hydrogen peroxide. With their BELOX® brand of products, Belinka Perkemija are managing to meet demand and trends in the biocides market as well, particularly as they relate to requirements for aseptic packaging for the food industry, as they specialise in the production of high-performance, nature-friendly chemical products for various branches of industry.

Their products are based on hydrogen peroxides, which decompose into oxygen and water as they work and are one of the most environmentally acceptable compounds. Other high-performance chemical products include peracetic acid, technical gases such as carbon dioxide and hydrogen, and demineralised water of the highest purity.

Seven Refractories Work with the Biggest Ironworks and Steelworks

The Divača-based company Seven Refractories, which develop and manufacture fireproof concretes and taphole clays, produce a full range of monolithic fire-resistant materials. "Of all the products we have developed over the last year, we would like to highlight our environment-friendly taphole clays and the cement-free chemically bound products used for the most complex applications and enabling rapid installation and a short start-up cycle," says Group CEO Erik Zobec. As he points out, their goal is to provide their customers with integrated solutions for the installation and repair of industrial furnaces using taphole clays.

The company sell their products on all continents. "Our highest-profile customers are ironworks and steelworks, including NLMK, TATA, VoestAlpine, ThyssenKrupp, U.S. Steel, ArcelorMittal, Aluminium Norf, BMW, RUSAL Aluminum and Heidelberg Cement," says Zobec, who adds that the biggest engineering and installation concerns operating in the field of fire-resistant materials base their products on Seven Refractories products. "These include Danieli Corus, Outotec and Losa," he says.



Photo: Seven Refractories

Company Established in India

Last year they set up a new sales company with the Dalmia Bharat Group called Dalmia Seven. It is located in Katna, India, where they opened another new plant at the beginning of April. In their assessment, India is one of the most promising markets for monolithic fireproof ceramics, and they expect annual growth of 10–15 percent there in the next few years. They have already established new links in South America, and have also started marketing their products in North America. They are also doing business on the Russian market, where they generated 47 percent of their income last year, and focusing strongly on Germany, where 16 percent of their income was generated last year. Other major markets include Italy and Turkey.

They purchase the main raw materials for their products (alumina, bauxite, silicon carbide, corundum, fireclay and fireproof cement) on world markets, mixing them in Divača using their own processes and then shipping them out to their customers. They also develop their own recipes for fireproof concrete and taphole clays.

They are currently developing two innovations: Shot 92 NR 08 Z “shotcrete”, which facilitates the very rapid repair of steel ladles and requires less materials consumption than previous technologies, and the DCS line of products, which enables cement-free products to be used in all weathers because they do not require the use of liquid components, which are sensitive to fluctuations in temperature.

Every Fifth Tube or Canister in Europe Is Made from Talum Billets

Talum is one of the world’s most efficient manufacturers of electrolysed aluminium and aluminium alloys. “The development of our castings production is an important part of our growth, since in addition to low-pressure and gravity casting we have also managed to penetrate the high-pressure aluminium castings market. In the past year we have significantly improved our position in the area of production of highly complex castings for the car industry, which we manufacture using three different casting techniques,” say company sources. “Among other things, our competences and potentials in the area of castings development has been recognised by BMW, who hired us to develop and manufacture complex, load-bearing machinery elements.”

In the field of billets for the production of tubes and canisters, they are one of the largest and most technologically advanced manufacturers in the world. They have developed an alloy for manufacturing aerosol canisters which allows them to produce canisters with thinner walls and excellent mechanical properties. “Every fifth tube or canister in Europe is made out of Talum billets, and we have a 60-percent market share in the segment of billets used for the bottoms of cooking pots, as aluminium is an excellent heat conductor,” say company sources. With their Alu Green Alu Can project they offer their customers closed-loop recycling. They buy manufacturing waste

from their customers and use it as raw material for the production of billets for the same customer.

Talum is a market leader on the European market for billets. “Our products’ value-added for the customer includes the low weight of our specially formulated aluminium alloys, top quality and optimal mechanical properties, which are provided through our knowledge and experience,” say sources at the company. They are known as a reliable, regular and timely supplier with excellent post-sales service. “Our billets are used to make tubes and canisters for all of the world’s biggest multinationals in the foodstuffs (Nestle, Unilever, etc.), cosmetics (Beiersdorf, Henkel, P&G, etc.), and pharmaceutical (Krka, Bayer, Roche, Novartis, etc.) industries, and our billets are built into pots and pans made by WMF, Fissler, Tefal, Iittala, etc. Our foundry castings, which are used e.g. to produce engine blocks, can be found in Volkswagen vehicles. Our main customers for our castings also include Bosch, KTM, Wabco, Kaeser, and Doppelmayr, to name just a few,” say company sources. “The area of application is so wide that you will find Talum aluminium wherever you go, and use it every day.” The areas with the highest potential for expansion of billet sales in the future are India and South Africa.

The company’s staff is constantly looking for opportunities to develop and upgrade their existing technologies in order to achieve even better mechanical properties of their aluminium products and possibilities for manufacturing complex castings and structural parts. “We are heavily involved with e-mobility, as we hope to use our Roll-Bond technology, which is used to make evaporator plates, for cooling batteries in electronic vehicles. We have also developed alternative products made using Roll-Bond technology, such as hybrid photovoltaic panels and vaporisers for heat pumps,” say sources at the company.



Photo: Talum

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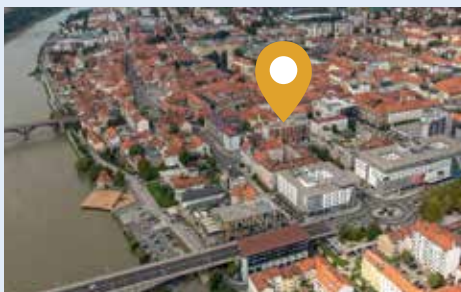
ATTRACTIVE REAL ESTATE ASSETS AVAILABLE FOR SALE



OFFICE BUILDING IN NOVI BEOGRAD DISTRICT

The office building is located in Novi Beograd, with most of the units having existing tenants. It consists of offices (B + G + 4), a car showroom (B + G + Gallery) and underground parking.

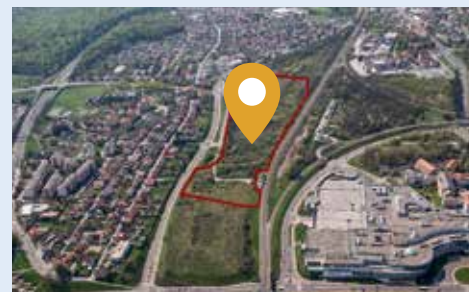
BUILDING NET FLOOR AREA: 12,826.00 m²
TOTAL LAND PLOT FLOOR AREA: 6,606.00 m²
YEAR OF CONSTRUCTION: 2008
INVITATION TO TENDER FOR BINDING BIDS FOR THE FINANCIAL LIABILITIES OR REAL-ESTATE



UNFINISHED RESIDENTIAL BUILDING IN MARIBOR

Large business and residential facility is situated in the middle of the lively historic town center. Superb location, underground parking, good communal infrastructure and Maribor's housing shortage make it a great opportunity for potential investors.

TOTAL LAND PLOT FLOOR AREA: 8.085,00 m²
TOTAL LAND PLOT AREA: 1.168,00 m²
PARKING SPACES: Underground garage



BUILDABLE LAND PLOT IN MARIBOR IN THE VICINITY OF EUROPARK

The land plot is located in an excellent location nearby the Europark shopping center. According to the local government spatial plan, this land has been zoned for the construction of multi-dwelling buildings with a smaller mixed structure.

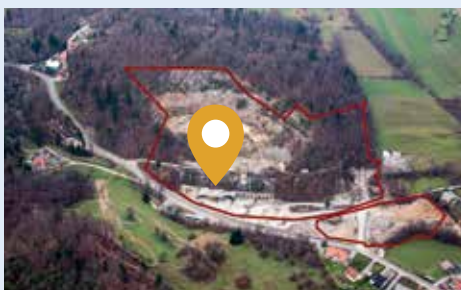
TOTAL LAND PLOT FLOOR AREA: 53,933.00 m²
PRICE: 3,390,000.00 EUR + tax



BUILDING LAND PLOT KRANJ – KOZOLCI

The land plot is located at one of the main town entry points, close to a lush green area. It is zoned for the construction of multi-dwelling residential buildings with complementary business activities. Due to its location, accessibility and the proximity of urban comfort the land plot represents a great investment opportunity.

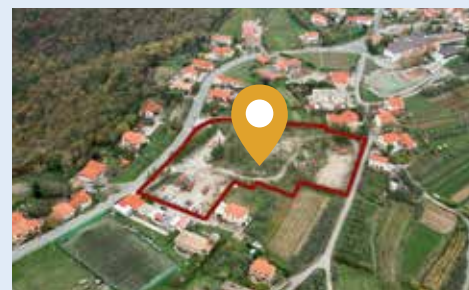
TOTAL LAND PLOT FLOOR AREA: 26.622,00 m²
PRICE: 3.000.000,00 € + tax



ATTRACTIVE LAND PLOT IN LJUBLJANA

14 parcels of terraced land with their sunny aspect offer an opportunity for a contemporary residential neighbourhood. It is zoned for multiple residential constructions with a high floor area ratio of 1.8. Good transport connections with Ljubljana and nature in the immediate surroundings give this land high market potential.

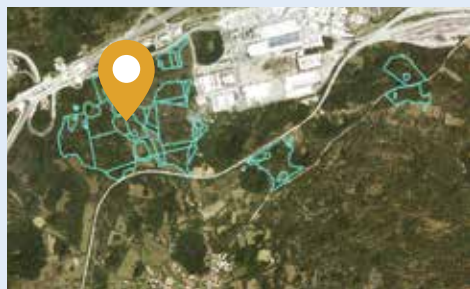
TOTAL LAND PLOT FLOOR AREA: 44.511,00 m²
PRICE: 6.600.000,00 € + tax



BUILDING PLOT ŠMARJE PRI KOPRU

The land plot in Šmarje pri Kopru is zoned for residential development. The project documentation is prepared for 4 building permits (44 apartments and 2 commercial premises) and 16 row houses.

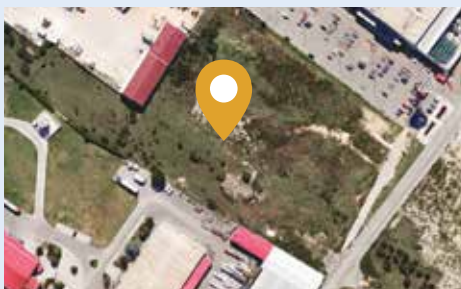
TOTAL LAND PLOT FLOOR AREA: 10.721,00 m²
PRICE: 1.300.000,00 € + tax



LAND PLOT AT STRATEGIC LOCATION IN SEŽANA

The largest buildable land plot in Slovenia is located at the edge of a growing industrial zone near the ports of Koper and Trieste. It spreads along the Italian border and close to Croatia. The property is suitable for large logistics operators or light industrial business.

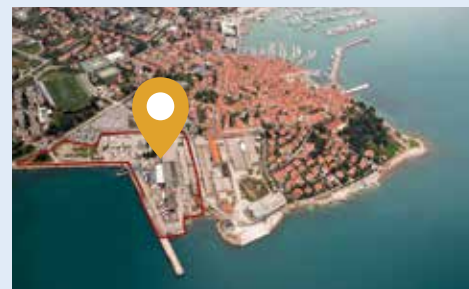
TOTAL LAND PLOT FLOOR AREA: 334.297,00 m²
PRICE: 8.000.000,00 € + tax



BUILDING LAND FOR CENTRAL ACTIVITIES ZADAR

The land plot is strategically located in the new business district Gaženica just outside the city of Zadar. Gaženica is rapidly developing and has excellent transport connections. The land plot allows for the construction of warehousing/sales facilities and public utility infrastructure.

TOTAL LAND PLOT FLOOR AREA: 21.693,00 m²
PRICE: 2.200.000,00 € + davek



BUILDING LAND PLOT SHIPYARD IZOLA

Urbanized land plot with an elite location by the sea in Izola is easily accessible and has good public utility infrastructure. A project blueprint anticipates the construction of a seaside resort with an upscale family hotel and an indoor and outdoor water park.

BUILDING NET FLOOR AREA: 8.669,00 m²
TOTAL LAND PLOT AREA: 42.054,00 m²
YEAR OF CONSTRUCTION: 1960
YEAR RENOVATED: 1980
PRICE: 9.000.000,00 € + tax

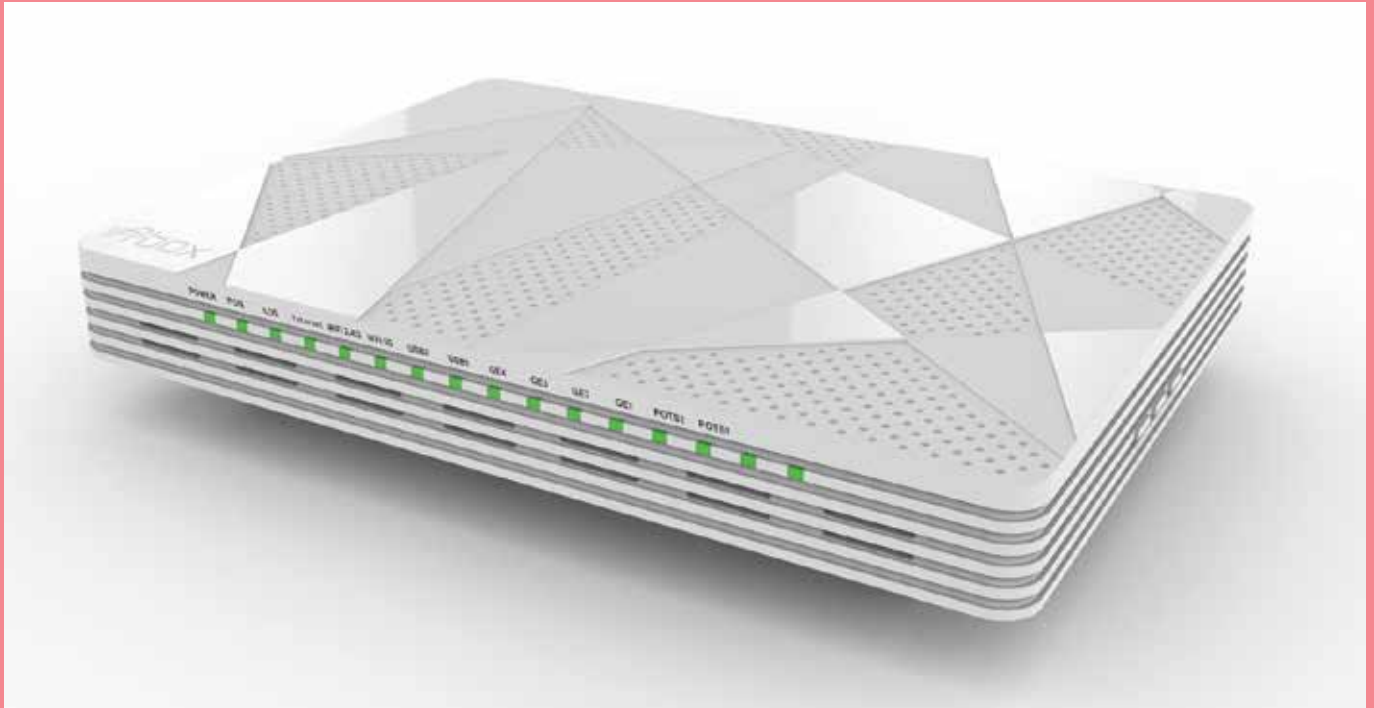


Photo: Iskratec

Products That Respond to the Requirements of Sustainable Development

Technological development, digital transformation, the Internet of Things, renewable energy sources, the circular economy, efficient energy use, smart cities, green technology, AI, electric vehicles: Slovenian enterprises have solutions for all these developments and demands.

Andreja Šalamun

Numerous and rapid changes have taken place in the last few years in the field of smart electronics, occasioned by social transformations that are becoming ever more noticeable. How can companies face the challenges this brings?

Iskraemeco's leading product currently on the market is the AM550 smart electricity meter. As they explain: "The meter has been designed in a modular way, which means that we have a basic model from which we produce numerous variations depending on the needs of the market and those of our customers. This is also what's called a 'fair meter'," say the company. They explain that the essence of the fair meter concept is "ensuring meter transparency in terms of materials and working standards in the supply chain, and incorporating the principles of sustainable development and the circular economy into all processes within the company."

As part of the project, special attention is being paid to conflict minerals and critical materials, and to raising customers' awareness and that of other industry stakeholders. The product and the fair meter concept received a Gold Award for innovation from the Chamber of Commerce and Industry of Slovenia (CCIS).

Iskraemeco's Products Are Bought by Energy Giants Across the Globe

Iskraemeco are one of the world's leading suppliers of smart metering solutions. As they are keen to point out: "Our customers include electricity distributors throughout the world, including such giants of the industry as RWE, E.ON, Alliander and Vattenfall." They also point out that they are expanding their presence continuously on existing markets in Europe, the Middle East, Asia, Africa and Latin America. "As our

strategic plan sets out, we aim in the coming years to focus in particular on Latin America and Asia.” The company are predicting a 24 percent growth in exports this year. They are convinced that sales will grow on foreign markets because numerous European and other electricity distribution companies have commenced smart metering projects in the last few years.

They stress that they offer their customers integrated smart metering solutions comprising a smart electricity meter, communication devices, software and the appropriate support services. “As technology and digital transformation advance, we are in the process of designing a large number of solutions relating to the Internet of Things (IoT), e-mobility, smart cities and similar projects,” say the company.

A FAIR METER

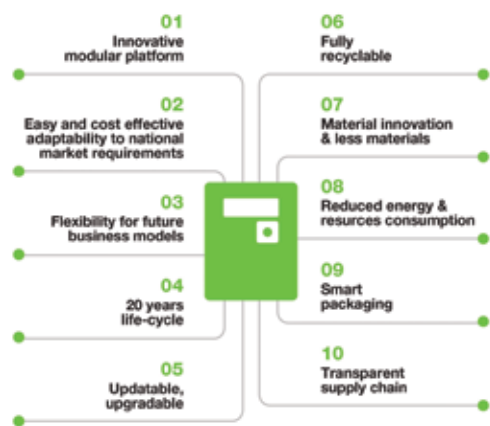


Photo: Iskraemeco

Iskra's Big Range of New Products

At Iskra's business unit in Kranj, where they work on low-voltage switch technologies, they have brought out two new installation contactors with a designated current of 40, but in single- and dual-module versions. “Installation contactors are used for automatically controlling electrical devices and installations in housing, offices, shops and hospitals. They are suitable mainly for switching, lighting, heat pumps, air-conditioning devices and similar equipment, and for switching operations involving one- and three-phase electrical motors. Moreover, they operate silently,” they explain.

At the Otoče business unit, where work is carried out on measurement technologies, they have noticed that their own development know-how in the measurement of power quality is a fine match for the growing global needs for multi-point measurement of power quality, in residential and business buildings as well as in industry. On this basis, they have developed a one-phase (WM1) and three-phase (WM3) secondary smart energy meter. “Both are capable of measuring an expanded spectrum of power quality parameters and, within the context of smart installations, enable communication using the very latest industrial and semi-industrial communication protocols,” say the Otoče unit.

They point out that the global market has responded positively to their iMC 784 power quality analyser, developed in 2016, and given them a clear signal that “there is a need for completely autonomous and well-equipped portable versions, alongside built-in installations. We have met electricity distributors' expectations at different voltages through the newly developed PNA 784 mobile power network quality analyser.”

They add that the software and hardware components for the multi-point measurement and control of electrical current are adapted to the requirements and expectations regarding photovoltaic installation. “We have therefore ensured that our products are acceptable to and can be sold on this specific but growing market.”

Over the last year, the Semič business unit, which is responsible for manufacturing capacitor products, has brought out capacitors for electrical consumer devices (KNB1580), AC capacitors for renewable sources and converters (KNI5048, KNI4053 and KNI4051) and KNM1428-type engine capacitors.

Their Contactors and Switches Have Caught the Eye of General Electric and Siemens

As Iskra say, they have managed to attract customers from major global brands for their installation contactors and bi-stable switches, including General Electric and Siemens.

“With our newly developed SR-100 control relay, we have taken cooperation with one of our most important development partners and customers, the Danish DEIF Group, to a new level. This group is in the first rank of suppliers of decentralised electricity generation by land as well as under the most testing oceanic conditions,” they say.

They have tempted an important retailer of electrical materials and components, SCHRACK, into an OEM partnership with their “advanced compact

BUILDINGS INSTALLATIONS

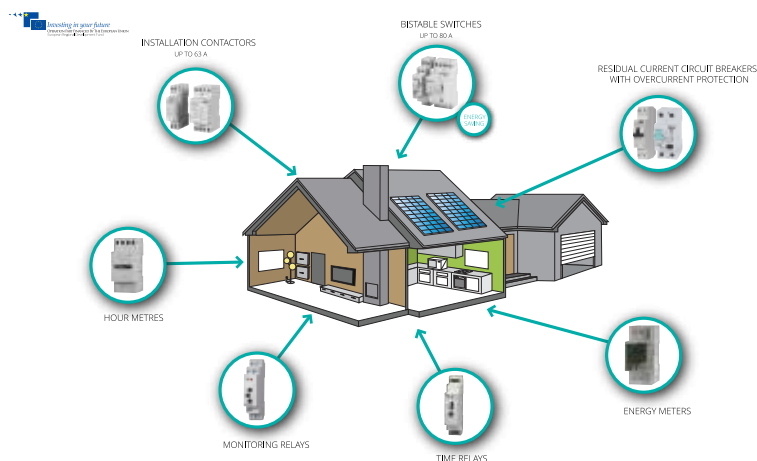


Photo: Iskra

measurement housing,” while they have also strengthened their development and product partnership with the leading global specialist in electrical installations at refineries and similar high-risk explosive environments, the German company R.STAHL, by embarking on a year-long development project involving analogue measuring devices for work in the most testing explosive environments.

In the field of capacitors, they have managed to acquire major business partners with their filters and XY capacitors for eliminating radiofrequency (RF) disturbances in household appliances. “These are global brands such as Miele, Bosch, Whirlpool and Beko,” say Iskra. Their KID capacitors are also used by Končar and Pfiffner.

Links Forged with Producers of Electrical Charging Stations

Iskra reveal that they have adapted their installation contactors and bistable switches to match the corporate image of Siemens and General Electric, and develop a certain portion of their measuring technology manufacturing programme in cooperation with the world’s largest players; they then market these products under their own brand name as well as those of their partners (Siemens, Alstom, Gossen Metrawatt GMC, etc.).

They stress that they would nevertheless still like to establish new partnerships, and are working mainly on establishing new development and sales partnerships on an expanded European market. “We are forging links chiefly with manufacturers of charging stations for electric vehicles, distributors of secondary electricity measuring equipment for industrial use, smart buildings, renewable sources and battery storage units,” say the company, adding that they are continuing to work intensively in the measuring technology field to develop power quality analysers for electricity distributors and industry, and are optimising measuring equipment for transformer station control.

They are specific about their aims: “We would like to establish links between our capacitor programme

and new partners in Europe in particular, specifically involving collaboration on products used for renewable sources, such as the KNG-type DC link capacitors and KNI- and KNB191x-type AC capacitors.”

Developing Differential Current Safety Switches and a New Series of Capacitors

The Kranj business unit is currently most focused on differential current safety switches, developing a new type of switch for designated currents of up to 125 A, while Otoče are developing the iHUB family of communications interfaces for IoT support, smart applications for visualising measurement results and controlling consumption in modern buildings and households (IoT support is included, along with a high level of protection of user data through advanced use of the MQTT communication protocol), and a comprehensive range of secondary smart meters for a variety of fields (one- and three-phase, equipped with highly capable wired and wireless communication links and protocols).

The Semič business unit is developing a new series of KNB capacitors for eliminating RF disturbances, as well as a new series of KNG DC link capacitors which should be able to withstand humid conditions at high temperatures over long periods. They are also developing a new version of DC links in large housings (KNG9147).

Collaborating on European Projects

“With the aim of creating an advanced solution for simple energy consumption management and the optimisation of photovoltaic power plants via user-friendly applications (IoT), we are collaborating with the Spanish software companies DEXMA and COSMA on an ENOPTUS development project titled Advanced solution for real-time energy-load management and the optimisation of PV resources,” say the company.

“With the objective of developing new technology for converting water into hydrogen and thereby making a decisive contribution to reducing carbon footprint as one of the more important properties of advanced glassware in tandem with Slovenian development partners (Petrol Energetika, ETI, Hrastnik glassworks), we are collaborating on the OPERH2 project.” They add that the title of the project is “Optimisation of energy conversion for reducing the share of consumption of fossil fuels with hydrogen in the industrial smelting of glass.”

Iskratel Promotes Innovation

With over 70 years’ experience, Iskratel is one of Europe’s leading providers of communication solutions for the digital transformation of telecommunications, transport, public safety and energy. “With our own development and manufacturing centres, over 900 employees and a local presence in more than 50 countries, we combine experience and expertise with creativity and innovation. We pay a particularly large amount of attention to the latter in our company,” say Iskratel. They add that their



Photo: Iskratel

group is able to adapt more quickly than the large global corporations by responding swiftly to changes, particularly by providing tailor-made solutions. They see this as one of their key competitive advantages.

Solutions Rather Than Products

Their activities are based on the supply of integrated solutions. "Over the last year, we have supplied systems for core networks (virtual IMS – vIMS) and optical access (GPON), with associated end-user equipment (CPE), as well as IoT technology for solutions in the fields of transport, public safety and energy, for existing and new telecommunications partners. This year we managed to establish a presence in the testing laboratories of some of the largest European operators with our 10GPON CPE technology, which is the next generation of optical networks."

In line with their strategic policies, the company provide integrated solutions to end-customers on the market. "These are mainly brands strongly integrated into their local environment, from telecommunications operators to railways. Gazprom are one of our very high-profile end-customers. We have been working with them for several years on operational and business communication solutions."

"With our niche network transitions solution, we have managed to become part of the portfolio ecosystem of a world-renowned telecommunications multinational." However, when it provides and integrates integrated solutions, the Iskratel Group's role is reversed: then they are themselves a company with a strong global brand that incorporates components from partner or external suppliers into their products, they explain.

They add that they are establishing a partnership sales network on EU markets and in certain target countries in South-East Asia, South America and Africa, chiefly in the field of broadband optical access solutions.

New Generation of Optical Access Solutions

The company recently completed the development of a new generation of optical access (GPON) solutions, with the associated end-user equipment (CPE). "We are developing the new iteration of a core network system (vIMS) for high user capacity (10 million or more), and are moving all components of the solution to the Open Stack cloud platform. Iskratel's vIMS solution provides a wide range of telecommunications functions and interfaces, high operational availability with geo-redundancy, support for local survival at marginal locations, and the management of subscribers and services via a centralised portal," say the company.

They are also investing in an operational communications platform and applications for the transport sector. "This involves the development of highly reliable platforms for ensuring the reliability of business and operational communications. The solution covers communication needs and requirements in the



"The initial contact was exceptionally important. This was followed by a process of verifying Iskratel's expertise, and particularly its optical access solution (GPON). The Norwegian market is moving towards providing an optical network for all households in the country, which is why we needed to

find a business partner to help make this possible. One of our conditions was that it had to be a European partner – because of the relationships involved, ease of understanding and development of the technology. The Iskratel Group impressed us with their responsiveness and their ability to provide solutions compatible with our operators' equipment. We were looking for a solution that could be integrated into the existing network – and Iskratel have been incredibly successful in this regard. Currently, for us, they are the number one provider of broadband solutions."

Kurth V. Tviberg, CEO of Tantec Digital AS, CIP (Certified Integration Partner) of the Iskratel Group in Norway, on why they chose the Iskratel Group over a number of strong global ICT competitors.

Photo: Iskratel

railway, underground, tram and motorway industries, facilitates the integration of analogue, TDM and IP networks, and provides speech, data and video services for passengers and staff. We are also working on an intelligent IoT platform for solutions in industry verticals."

Safe City a Priority

"Safe City" is an energy and public safety project for which a prototype is being produced in Russia as part of a complex project based on Iskratel's Intelligent Application Platform for Energy (IAPE). "With our partners, we are aiming for prototype installation of an application for advanced electricity management based on an active integration project. The longer-term plans in this area include updates to the public safety and energy solutions so that they provide a basis for upcoming 'smart cities' projects. The latter represent a step forward in advanced, smart management and the continuous exchange of information between all urban environment stakeholders," say Iskratel.

They are also working on a new 5G Security project, the strategic goal of which is to conduct research and innovation work that paves the way for a new generation of broadband 5G-ready products and services adapted to the needs of the public protection and disaster relief (PPDR) sector.

Globus

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Company

Globus, Mednarodna špedicija d.o.o. of Metlika is one of the leading international logistics companies in Slovenia, Eastern and Southeast Europe. With thirty years of experience, we provide advice, organisation and implementation of transportation and other logistics services for numerous Slovenian and international clients. Ensuring an entire range of safe, fast, flexible and reliable logistics services, we also tailor our approach to the client's specific wishes, needs and conditions. We constantly strive to increase the quality of the transportation process by developing a wide range of logistics to the highest standards. The resulting rationalisation of costs and time savings offer greater advantages to the client.

Vehicle fleet

We ensure the delivery of goods through our own capacities and with the support of a wide network of distribution partners. Our vehicle fleet comprises more than 100 of our own vehicles, of which 90 offer refrigeration and 40 are covered trailers.

We perform transportation using state-of-the-art, environmentally friendly, high-quality and reliable vehicles from Mercedes Benz and MAN and Schmitz Cargobull and Krone trailers.

All our vehicles have ADR equipment for the transportation of hazardous substances and GPS tracking systems. All of them can perform transport with a CEMT permit. Some refrigerated vehicles are also equipped with navigational monitoring of the temperature regime during transport. Our vehicles are also equipped with additional technical systems that operate at extremely low winter and extremely high summer temperatures at the target locations of transports.

Freight

In agreement with clients, we transport a variety of freight that can be loaded onto our types of trailers.

Constant availability

We are always available to perform transport. Our fully qualified drivers, the constant readiness of the vehicles and the universal and mul-

tiple-use CEMT permit enable us to transport to and from third and neighbouring countries.

Target transport locations

In addition to transportation to European Union (EU) countries, we are specialised in performing transport to former republics of the Soviet Union, including Russia, Ukraine, Belarus, Kazakhstan, Uzbekistan, Kyrgyzstan, Tajikistan, Georgia, Armenia, Azerbaijan and Turkmenistan. We also provide transport to Turkey, Mongolia and elsewhere.

Given the new commercial links and investment in modern logistics operations, and in view of the special features and conditions of working in eastern markets, we have a branch office based in Moscow. We also have representatives in Almaty (KZ), Tashkent (UZB), Bishkek (KGZ) and Minsk (BY).

The high quality of our services is attested by our ISO 9001: 2015 certificate. Our ISO 14001: 2015 certificate also demonstrates that we operate with responsibility to the environment.



EUROPACIFIC GROUP

is a modern international logistics company with a tradition of organizing land, sea and air transport with highly qualified staff. Our competitive advantages are a recognized cooperation with the Port of Koper and its authorization.



MARITIME TRANSPORT

We organize the transportation of general, project, bulk, liquid and other cargoes for import, export and transit, supported by maritime, land and railway traffic all over the world.



RAIL TRANSPORT

We organize the transport of goods by rail in all European countries, CIS countries - Association of Independent States, parts of Asia and the Middle East, by renting wagons and containers.



AIR TRANSPORT

We strive to become one of the leading players in the aviation logistics with the use of many internationally renowned airlines. Any deficiencies in the aviation logistics are resolved with road transport or shipping.



ROAD TRANSPORT

The speed and reliability of road transport are our priority principles in organizing entire or partial international loads, and we pay special attention to transportation safety and ecological integrity. We are also member of TAPA EMEA network.



WAREHOUSING & DISTRIBUTION

A major logistics service is also warehousing. For our customers we find a warehouse for different categories of goods, such as food products that require special temperature regimes, dangerous goods, technical goods and other general cargo with the status of customs, local or excise goods.



CUSTOMS CLEARANCE

Europacific offers comprehensive solutions in the field of preparing customs documentation. We prepare documents for the purpose of import and export customs clearance or the transit of goods. Our business partners are constantly informed about new developments in the field of customs and tax legislation.

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Photo: Pošta Slovenije

New Strategies and Excellent Information Support Are the Key to Success

Sava Express tie SE Europe together, a region in which Intereuropa are more than at home, while Pošta Slovenije are upgrading their existing classic network, Dars are building a second tunnel through the Karavanke, and the Port of Koper continues to expand.

Nina Šprohar

Sava Express Are Luring Road Freight onto the Tracks

The Slovenian national railway company (Slovenske železnice, SŽ) are one of the largest logistics companies in the country, with services that respond to the market and to demand. "We are able to offer not just quick and reliable freight transport, but also numerous additional activities within our comprehensive portfolio. These include transport planning, advice on security and loading operations, high-quality goods transport using classic and combined methods at competitive prices, customs and forwarding services, and sea and road freight transport," say the company. They also maintain and repair freight wagons, and provide security for goods consignments. The company highlight the considerable advantages of having a wide network of partner freight carriers from

other countries. "We provide transport and additional services for a large number of big companies in different fields, including the steel, food, car and oil industries," they add.

SŽ act as a regional bridge between the countries of SE Europe, and take the initiative in designing new products. "Last year we developed the new Sava Express freight train that connects freight flows from Western and Central Europe with transit operations through Serbia via Ljubljana Zalog, Belgrade and Sremska Mitrovica." As the new train, which came into operation in March this year, is an attempt to lure freight currently travelling by road onto the tracks, it is also set up to carry smaller quantities of goods. The value-added produced by Sava Express is the option of adding or removing wagons at Slavonski Brod, which enables connections with freight coming



Photo: Slovenske železnice

from or into Bosnia-Herzegovina. As the company explain: “The new train connects to transit freight from Austria, Germany, Italy, the Czech Republic and other transit countries passing through Ljubljana. Sava Express provides reliable railway transport from Ljubljana to Belgrade, and a ‘one-stop shop’ integrated logistics solution. The new product also includes high-quality distribution in Slovenia, Serbia and those neighbouring countries that are part of the railway undertakings’ organisations, as well as other partners, and door-to-door freight delivery.” They add that they are also planning to enter other markets in the region, either independently or in strategic partnership with other railway undertakings. “Our goal is to take a leading role in long-distance transport routes and offer comprehensive logistics services to end-customers, developing them in tandem with our long-term partners.”

Strong Information Support Contributes to Successful Marketing

Intereuropa provide logistics services in support of Slovenian exports using regular, well-established land routes to all European countries, as well as maritime routes with the rest of the world. “Our logistics business requires a complex logistics solution, as we provide a variety of services optimised to our customers’ needs. The aim is to provide them with more than merely an individual logistics project solution – so, transport and goods storage,” say the company. The company will continue to focus on customers from certain groups. “We see our greatest market opportunities on the markets on which Intereuropa companies are already present, such as those of the former Yugoslavia. Of course, when we spot new market opportunities, we are ready to expand our operations to other markets in South-East Europe. We cover other markets with a partnership network for products carried over land, by air and by sea.” Intereuropa have a competitive advantage when it comes to the services they provide, as their subsidiaries make it easier for them to achieve economies of scale for some services, such as groupage transport, and they have a better negotiating position in public logistics tenders, which makes them a more equal competitor with international logistics concerns. “Our strong information support,

adapted to the specificities of different markets, also increases the effectiveness of the marketing of our services. Our company exploits the synergies of joint sales and improved supply services to customers, which enables us to provide a comprehensive set of logistics services, our own business network, our own warehousing capacities and information support for products,” they add.



Photo: STA

New Channels Enable Greater Flexibility

Pošta Slovenije (PS) follow global postal developments in postal and logistics services, and are constantly engaged in updating and overhauling their existing services, as well as developing new ones. “We are opening up new channels to get to our customers. These include automated parcel machines, self-service post offices and the PS 24/7 self-service units. These forms of service provision give customers greater flexibility when it comes to the time and place of provision of a service. Of course, we are careful to combine these solutions with the classic post office network,” say the company.

This September, PS put into operation an outdoor PS 24/7 self-service unit in Koper. This outdoor self-service unit offers customers easy access to selected postal and banking services 24 hours a day, 365 days a year. As well as a “PS Paketomat” automated parcel machine, the unit comprises a Nova KBM cash machine and a vending machine containing



"We have been working with Pošta Slovenije for a number of years and I have to say that we are very satisfied with the quality of our cooperation and the way they go about their work.

PS distribute our products every weekday to small bars and large wholesalers alike. As they are available every weekday in practically all parts of the country, we can deliver Coca-Cola and other products to our customers whenever and wherever. That is what makes us competitive."

Gregor Knez, logistics manager of Coca-Cola HBC Slovenija

Photo: Pošta Slovenije

selected products. The first unit was opened in Ljubljana last year at Rudnik shopping centre. "Together with the 24/7 self-service post office on Čopova ulica in Ljubljana, the network of 24 modern automated parcel machines in larger towns around Slovenia and the possibility of sending consignments using the 'PS Pošlji paket' app, the two self-service units form an important part of the wide network of classic post offices. With its contemporary look and feel, interesting range of products and services and, in particular, the speed and simplicity of service and 24/7 availability, the units mark a new milestone in the development of PS and its operations going forward," say the company.

The App Makes It Easier for Customers to Access Their Consignments

With the aim of providing addressees with better notification of when their letters and parcels arrive, PS have also introduced notification of addressees by text messages and e-mail using the telephone number and e-mail address provided by the sender. "Addressees receive a message when their parcel has been despatched by the sender and on the day of delivery. We have recently also offered addressees a new 'Moja dostava – moja izbira' app, which enables them to choose the method of delivery themselves," say the company.



Photo: Pošta Slovenije

Distribution of Temperature-Sensitive Products

PS also offer various forms of distribution support. They deliver goods from their online store to online retailers, supplies to classic retailers for their outlets and spare parts to manufacturing companies for their production-related activities. "Companies and sole traders can take advantage of domestic and international business parcel delivery services, and we also offer logistics services, warehousing logistics and order picking." The company are giving increasing emphasis to services tailored to specific customer segments. "We are making our presence felt in areas in which we previously had no presence, such as freight logistics (white goods, vehicle parts, beverage distribution) and online platforms, and are expanding our services throughout the Adriatic region. We are also trialling the distribution of temperature-sensitive products and attempting to further develop our production-line supply segment services. Companies can make use of app support for the despatch of consignments; this makes it easier to prepare consignments and enables information to be sent electronically," they explain. Given the upward trend in growth in parcel and logistics services, they are focusing their strategic projects on expanding the capacities of mail sorting and logistics centres, constructing additional warehouse capacities, modernising the machine-sorting of parcels and letters, and optimising IT support and the network of contact points.

On the developed markets of the EU and the US, seven-day same-day delivery of goods from online retailers, and even delivery within a few hours, is becoming the trend in larger towns and cities. Retailers are looking at various ways of improving delivery from their online stores. One can expect a country of Slovenia's size to move towards quick, flexible delivery in the future, provided by companies using the "sharing economy" model. "One such company is the Locodels Hrvaška start-up from Croatia, with whom PS have signed a letter of intent on business cooperation for the swift delivery of online purchases in the B2C segment. This is already being tested in the Ljubljana area," say the company. Locodels offer an innovative solution for daily



Photo: DARS

urban delivery using the “sharing economy” model, with individuals registering via an online platform and providing their own labour and vehicle for the delivery of parcels. These individuals also have the option of sharing their currently “unused” resources with others via the platform, for which they receive payment. This means that the service provider does not have its own capacities but leases them on the market, with an online app being used to manage drivers, orders and deliveries.

Next-Generation Green Delivery Solutions

In June, PS signed a business cooperation agreement with GEN-I in the field of freight e-mobility and next-generation green delivery solutions. The two companies are therefore pooling their knowledge in the area of e-mobility with the aim of providing urban residents with a comprehensive environment-friendly service using electric vehicles driven, as far as possible, by clean solar energy or other carbon-free sources of power. “Through this partnership, we aim to become a leading player and driving force in the field of next-generation green delivery solutions in Slovenia and South-East Europe,” say the company. PS have been phasing electric vehicles into their fleet for a number of years already. In April this year, the company also acquired the ISO 50001 energy-management standard, the latest ISO system management standard, which is awarded to companies that manage energy in a sustainable and efficient manner.

Podravska Motorway to Become Part of the Pan-European Transport Network

It has been a successful year for Dars, who operate the Slovenian motorway network, as they managed to improve all key business indicators in 2017. As they point out: “Revenues increased on account of stronger vignette sales, growth in freight transport and an increase in tolls, which partly offset the negative impact of changes to the structure of freight transport in relation to EURO emission standards.” They go on to say that “in 2017, the company generated net sales revenue of EUR 442.2 million, EBITDA of EUR 371.8 million and a net profit of EUR 141.1 million.” Despite the growth in freight and private transport, they believe they have managed to ensure sufficient traffic flow capacity even in the face of extensive renovation works. “In 2017 we fully renovated around 26 km of motorway and dual carriageway,” say the company. They add that improvements have also been made to road safety, having overseen a reduction in all types of injury on the road. This year they will extend the 33-km-long A4 Podravska motorway between Slivnica and Gruškovje, which forms part of the integrated pan-European transport network.

Quicker Journeys for Heavy Goods Vehicles

“Our goal is to optimise traffic flow capacity and, at the same time, ensure the highest possible level of



Photo: DARS

safety on the Slovenian motorway network. We aim to achieve this by taking a modern, environment-friendly approach,” say the company. They expect the upward trend in motorway and dual carriageway use to continue. Slovenia is one of the busiest transit countries in Europe, with levels of vehicle use also fairly high up the scale. One of the operator’s main objectives in 2018 has been to commence changes to the toll stations following the introduction of the new electronic toll system for heavy vehicles. They will continue with activities towards the construction of the northern and southern parts of the third development axis, with plans under way for the preparation of project design documentation and the acquisition of the required land. They will also start building a second Karavanke tunnel between the Slovenian-Austrian border.

By activating the state-of-the-art electronic toll system for freight vehicles, DarsGo has provided drivers of heavy vehicles with a toll-collection system that does not stop or slow down vehicles, making their journeys quicker, safer and more comfortable. This system is also more environment-friendly, as most exhaust emissions are produced when vehicles



Photo: Luka Koper

stop or move off. DarsGo enables payment to be made according to distance driven, and ensures flexibility in the event that new road sections are added.

Adriatic's Number One

The Adriatic's largest container port and one of the largest ports of entry and exit for cars in the Mediterranean is currently satisfied with its business operations, as transshipment is growing mainly in the container and car sectors – which is an important factor in the Port of Koper's ability to realise its overall business strategy. Dimitrij Zadel, Head of the port, is also particularly delighted with the fact that several key projects have finally started, which will give new impetus to the development of the port and provide a shot in the arm for company operations generally. "I am mainly targeting the acquisition of additional premises for the storage freight, or the expansion of the concession area, and continuation of the project to extend Pier 1," explains Zadel. A new record was set in the passenger segment on 22 June this year when they welcomed four cruise ships and more than 3,000 tourists to the port. Koper forecast the number of passengers to reach 100,000 by the end of the season.

Silk Road Through Koper

The port extended the concession area this year, meaning an additional 43 hectares in the land part of the port. "We should also mention the construction of a new lorry entrance, which will make life easier for freight carriers, which currently gravitate towards the edge of the city centre, and will increase traffic flow capacity. After a break of more than a year, we are continuing with the project to extend the Pier 1, after reaching agreement with the City of Koper on certain mitigating measures to reduce the impact of port-based activities in Basin I on Koper's residents," says Zadel, who adds that this is only one of several larger and more important projects under way this year. They are also considering increasing the size of the garage, constructing new berths and leasing larger plots of land for freight storage. All these investments are urgently needed in order to enable us to respond to the ever-greater volumes of trade between Europe and the Far East. The Port of Koper also officially became part of the initiative for a new "Silk Road" this year after reaching an agreement with the Ningbo Zhoushan Group. "Our goal remains unchanged: to become the leading port system for global logistics solutions for the countries of Central and Eastern Europe," says Zadel.



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32 YEARS

LOGISTICS AND TRANSPORT ACTIVITIES

The logistics and transport firm BRANKO KOLENC S.P. is a family operation established in 1986. The company offers the following services:

- logistics, storage, transshipment and transport of goods by lorry and refrigerated lorry, serving mainly the following countries: Austria, Germany, Italy, Belgium, Netherlands, France, Greece, Croatia and Slovenia
- logistics services, transport, transshipment and storage of goods, EXCLUSIVE for Greece
- catering and trade
- building construction

Responsiveness, flexibility, reliability and accuracy are the bridge that connects us with our partners. Thank you for your trust.



SHIPPING THE FUTURE



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A reliable partner for even the biggest logistical challenges

In 70 years of doing business, Koper's Intereuropa has created a logistics network across the globe that is more than a match for even the most complex logistical projects. The secrets of their business philosophy and their focus on development, which will keep them highly successful in the future, were revealed to us by Marko Cegnar, the member of the management board of Intereuropa d.d. with responsibility for sales.

How would you describe Intereuropa in a few sentences?

We are a global logistics firm, and have been reliable partner in all types of logistical business for more than 70 years. We enjoy the great confidence of our clients, and are known for being able to solve even the most complex logistical challenges. We have a base of more than 12,000 clients, whom we offer a wide range of different logistics products and services.

Are you specialists, or a more "general" logistics firm? Do you cover the whole world?

We are logistics specialists, and simultaneously the co-creators of logistics branches in the region. Our range includes services of all types, from general to highly specialised, linked to all parts of the supply chain.

The focus of your business is south-eastern Europe.

Our business is focused on connecting south-eastern Europe with the rest of the world via various corridors, and connecting the inland markets with the other parts of the globe: for example, we redirect Germany-bound exports from the Far East from northern ports to Adriatic ports.

What can you offer your clients that gives you the edge over the competition?

Our main advantages are our network of affiliates, a well-established partner



"Intereuropa's ability to meet the needs of its customers is the main factor behind its rich history, and is also the best guarantee of a successful future," says Marko Cegnar, a member of the firm's management board.

network, a wide range of different products, our in-house infrastructure, and highly skilled staff. With their training and expertise, our staff build long-term partnerships with clients, which allows us to grow and to develop.

At Intereuropa do you keep up with the latest developments in logistics solutions?

We are a successful logistics firm, who follow developments in both simple and complex logistical projects. We provide IT support for clients that allows them to fully track their transports and packages. We have also successfully integrated our logistics processes (warehousing, distribution) with clients' various information systems, via interfaces, thereby providing paper-free operations in both the procurement and sale chains. In the last year we have also been working on a webshop business model, with support for online sales. We thus offer logistics that require quick, traceable, accurate and granular operations, for which we need know-how in the organisation of transport and distribution, warehousing and customs services.

What has helped Intereuropa achieve its recent excellent results?

Our good performance is a reflection of teamwork, and certain organisational changes, which have resulted in increased sales, further development of our product orientation, and a more aggressive approach in our key markets. The Intereuropa Group's key performance indicators in the first half of 2018 surpassed the results from the same period of last year. We generated sales revenues of EUR 80.2 million in the first half of the year, up 10% on the same period last year, and net profit of EUR 2.7 million, up 38%.

What are your plans for 2019?

I should highlight our investment in modernising our in-house infrastructure and developing IT solutions with the aim of fully computerising operations and increasing connectivity between stakeholders involved in the provision of services. We will also invest in forward-thinking logistical projects based on new technologies such as blockchain.

Trade Trans Adria is a part of Trade Trans group of Companies which consists of several independently managed forwarding and logistics companies located all over the Europe. The company Trade Trans Adria d.o.o. was formed in 2010 as a business platform for the development of Trade Trans group network in Adriatic region. Basic mission of the Company is the organization of road, rail & sea transport towards and from Central and Eastern Europe to and from overseas markets. Rail services are organized by using local rail operators. Being owned by a large logistic operator, ultimately, the company is to have the function of the 4PL operator, by organising 360° logistic services and growing through cooperation with local logistic providers.

Our vision is to develop as one of the strategic pillars of Trade Trans Group and to grow into a regional, rail oriented, 4PL service provider.



Our main business orientations:

- to strengthen the market position and a railway services to Adriatic region, specially through north – south corridor which connects Baltic and Adriatic regions and West – East corridor connecting Northern Adriatic with Black Sea region,
- to grow through development of regional network using Company owned intermodal hub in Arad as a turntable for connecting major european gateways with overseas markets.
- to complement the services provided by the Trade Trans Group in Eastern Europe thus providing our Customers with cost effective and sustainable transport solutions.

We are in constant development aiming to provide innovation consultancy that helps bring innovative services.

Our services are based on:

- creation of a tailor made road, rail & sea services, by using the complementarities of our local partners,
- consolidation of volumes at defined hubs, in order to form cross-border block trains,
- creation of integrated logistics solutions, including transshipments at ports and inland terminals,
- usage of multimodal and combine transport solutions in order to increase the competitiveness of our customers.

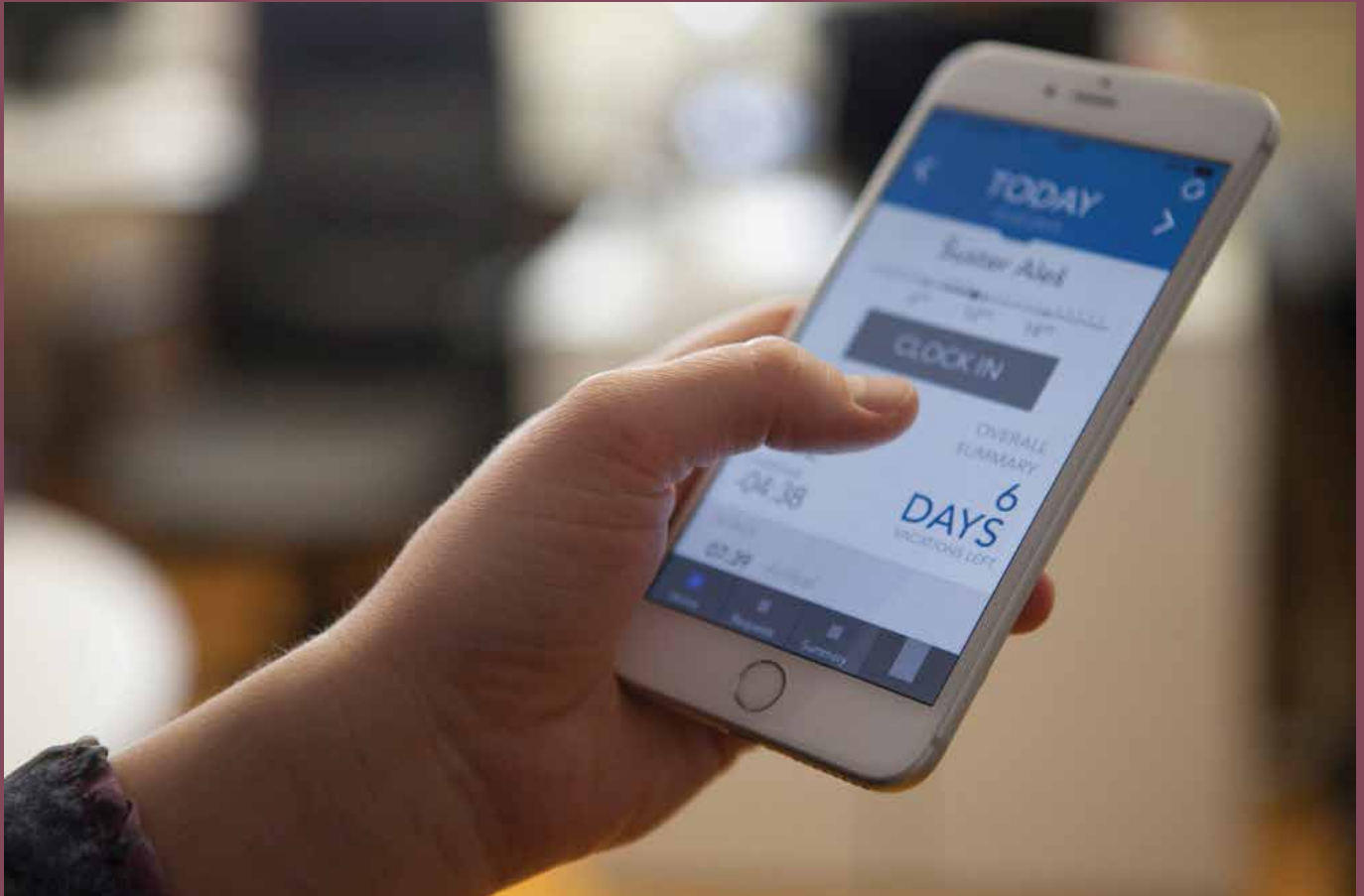


Photo: Špica

Opening Doors with a Smartphone

Access control using a smartphone, without the need for readers or smartcards. Label-printing in milliseconds, full-featured software solutions for farming and marinas, and meeting the most exacting security requirements.

Nina Šprohar

DoorCloud Will Make Landlords' Lives Easier

This year the Špica company have launched their DoorCloud innovation onto the global market. As owner and Managing Director Tone Stanovnik explains: "This is a solution that enables access to be controlled using a smartphone, without the need for readers or smartcards." It works by using an app to establish a bluetooth connection with doors that can be opened using a smartphone. "Our services could make life easier for AirBnb users. If a landlord installs a smart key on their doors, tenants will then be able to access the property using their smartphone," explains Stanovnik, adding that the neighbourhoods for young families being built abroad would also benefit from DoorCloud. "Families will be renting flats and sharing common areas. Access to the laundry, bicycle storage and multimedia rooms can

be controlled using the DoorCloud smartphone app," he explains.

Špica's flagship product is otherwise "Time & Space", which combines an access control system and time management system. "We have installed a time management system at Samsung's branch offices in the Adriatic region, for example, and provided access control solutions for Assa Abloy, the world's largest provider of door-opening systems. At the Port of Koper, the specific features of which mark it out as critical infrastructure and a place where physical security is of the utmost importance, we installed an access-control system over a single weekend, expanding it with tailor-made solutions," says Stanovnik.

At the Talum company, Velenje coal mine and Ljubljana University Medical Centre (UKC), the company have installed a system for identifying and

tracking clothing labels using RFID (radio-frequency identification) technology. “The main reasons for using the RFID system are security and cost-effectiveness,” Stanovnik explains. “We have found that in most cases workers have significantly more clothing on them than is necessary. The companies have therefore been able to reduce the quantity of equipment supplied, make considerable savings and, because of the new system, spend less time on clothing-related matters, thereby increasing the efficiency and speed of work processes,” says Stanovnik. “We would like to cover the ‘three seas basin’, from the Baltic in the north to the Mediterranean in the south and the Black Sea in the east. The second wave of expansion would include all the countries of the former Yugoslavia. We already have a presence there with the Time & Space system, which we are also expanding into the EMEA (Europe, Middle East and Africa) region. The partners we work with are primarily technology companies, i.e. value-added resellers and integrators. We want to train them to undertake development themselves so that they can prepare ‘boutique solutions’ for their own customers on the domestic market.” The company is currently involved in developing “Zone Touch BIO” terminals that control access using biometric sensors, as well as software solutions for hotel chains that enable smartcards to be programmed for visitors, access rights to be controlled and solutions to be implemented for managing and planning employees’ time at work.

A Few Seconds Instead of Several Hours

“Over the last years, our new ‘NiceLabel 2017’ software platform has become established on the global market, as has the fully overhauled software solution for designing and printing labels and managing labelling processes, the most unique, state-of-the-art and efficient solution of its kind on the planet and one that we introduced to the market in the second half of 2016,” says Matej Košmrlj, CEO of Euro Plus, NiceLabel’s parent company. From the outset, the company have sold their solutions to strong brands. Via a Slovenian distributor of automatic identification systems, for example, they established links, shortly after the company was founded in the 1990s, with Sato, the well-established Japanese manufacturer of industrial printers, which needed a solution for the printing of diacritical marks. Sato were satisfied with the company’s work, which led to new orders and closer cooperation with Sato Europe and, in turn, opened the door to other international markets. “After we introduced our own NiceLabel brand, we began selling software solutions to other leading industrial labelling manufacturers and, by building partnership networks, gradually broke through into numerous manufacturing, trade and logistics companies across the globe,” explains Košmrlj, who adds that they have deliberately strengthened their presence in the segment of solutions for large companies in recent years. They establish contact with those companies via their own partnership networks and,



Photo: Spica

to an increasing extent, directly, as they enable them to digitise their labelling processes throughout the entire supply chain.

“Our solutions are used by well-known companies from a large number of sectors, including Abbott, Arla Foods, Benetton, Continental, Bosch, Gorenje, Hella, Krka, Lonza, Osram, Philips, P&G, Siemens, ThermoFischer and Würth,” adds Košmrlj. In addition to using NiceLabel’s design and printing software, these companies are opting in increasing numbers for the company’s Label Management System (LMS), an integrated labelling system for manufacturing and logistics companies, including specific industrial sectors, such as pharmacy, retail, automotive, food and beverage, and electronic industries. “We recently undertook our largest project to date: an integrated labelling solution for an American giant with 25 distribution centres and 4,000 stores. By using our solution, they have substantially increased their agility, and the time required to prepare and print new labels has come down from several hours or even weeks to a matter of seconds, which enables them to be more flexible and get their products to market much more quickly,” says Košmrlj. Before NiceLabel’s solutions came along, IT professionals in companies such as this needed a considerable amount of time to program labels. Now, specialist users can design,



Photo: NiceLabel



Photo: IRM

print and oversee the process from any department in a simple and transparent way. "Many practical examples prove that companies that employ our software solutions significantly reduce the risk of producing defective signs and characters, incurring the considerable expenses involved in recalling label batches, and losing millions in lost turnover as well as their reputation, which can prove fatal," explains Košmrlj, who adds that companies that introduce integrated label management systems and provide their business users with direct access to label design programmes and document management and online printing systems are effective in preventing revenue losses. The costs of defects in printed signs and characters are considerably higher than the investment in introducing a state-of-the-art labelling system and training staff to use it.

Investment Recouped in Less Than Four Months

Siemens managed to recoup its investment in the integrated NiceLabel labelling system in less than four months, with the time needed to print labels falling from eight seconds to 300 milliseconds. They rolled the solution out from the pilot plant to 22 other plants (2,000 printers), supplying it to other Siemens Group plants as the best solution available.

"Five years ago, labelling was a highly involved process that lacked standardisation. We have a network of plants and have already employed three different labelling solutions at our main location – or more broadly speaking, five or six label-printing solutions. Several plants operated local domain systems and pursued their own method of procuring and managing equipment. NiceLabel's integrated labelling solution is now being used by 22 plants in four different business units, in six European countries as well as in China," said Leon McDonnell, Head of IT services at Siemens' manufacturing department. "The largest plant prints 150,000 labels a week on 200 printers,

all relying on NiceLabel's integrated system," added Michael Buchmann, IT Solutions Architect at Siemens.

IRM Are Developing Several Marina Master Solutions

Vesna Pavlovič, Managing Director of IRM, says that they have developed and put on the market several software solutions this year. "These include the Marina Master advanced CRM, a set of software solutions for advanced CRM (Customer Relationship Management) adapted to the differing requirements of marinas, the myMarina mobile app, which enables marina customers to communicate with staff, and to order general and tailor-made solutions, the MarinaMaster mobile app, which is aimed at staff and enables them to manage the marina wherever and whenever, and Marina Master integration with large globally recognised payment systems such as Freeway and Merchant Warrior." She adds that these products are already in use in marinas, yacht clubs and ports around the world, from Australia to the Caribbean. "At the moment, we are developing several other Marina Master software products, including solutions for the automation of booking systems and the optimisation of servicing processes."

Simple Solution for Entrepreneurs

The Datalab company develops, installs and maintains Pantheon business software, and provides advice and professional training in its use. They are headquartered in Slovenia, with offices in Serbia, Bosnia-Herzegovina, Croatia, Macedonia, Montenegro, Bulgaria, Kosovo, Romania, Ukraine and Switzerland. "In the last year we have launched the Spletna Blagajna, an online checkout app, in collaboration with our partner Telekom Slovenije," says Maja Fujan. This checkout solution is aimed at small businesses, small tradespeople, the self-employed and voluntary associations that need a simple solution with which to issue invoices in the office or in the field. "The solution works in conjunction with everything the business needs: a computer, telephone or tablet with an internet link, and a printer," she explains.

"Pantheon is perfect for companies of all sizes and sectors, with strong specialisation in the computer, manufacturing, trade, agriculture and services sectors. We work with Bisnode, Deloitte, DM, Strabag, Deichmann, Hager, Fibernet, Plastika Skaza and other companies," says Fujan, adding that their information system is a product that enables companies to manage their day-to-day business more effectively. They see strong support and sales reach in their external partners, which allows them to provide high-quality coverage of the SEE region, Ukraine and Switzerland. "We are also open to new partnerships in every country in which our branches are based, as well as in other European countries. We expect our partners to take over sales activities, implement a business information system, train employees and support the product," says Fujan.



Photo: Datalab

They are currently engaged in developing functionalities for and improving Pantheon, from the comprehensive introduction of electronic commerce for their customers (work processes, document systems, OCR) to full-featured solutions for modern farming. “Because of the complexities faced by farmers today, we decided to combine the various forms of agricultural activity into one system that includes apps, various integrations of the Internet of Things, data exchange via online services and back-office functions. We have adapted everything to the needs of farmers’ themselves,” adds Fujan. In the production field, they are developing a strong analytical planning system for finance and accounting work, as well as developing new features for payments abroad. “Every day we make improvements to our software, and we are delighted that 70 percent of all proposals

for improvements incorporated into ERP (Enterprise Resource Planning) come from the users themselves.”

Meeting Exacting Security Requirements

“We have been offering highly reliable remote-support software for over ten years,” says Saba Resnik, in charge of marketing and PR at XLAB. ISL Online software is frequently updated to enable it to remain in touch with the latest trends in the industry and provide customers with the highest level of security possible. Where do they get their inspiration from? “In addition to the ‘must-have’ remote desktop trends, customer feedback is the thing that gives us our most important ideas for new functions and improvements to existing functions. In April we brought out a new version of ISL Light (ISL Light 4.4), with 40 new functions and improvements, including improved merger and joint use functions, speedier joint monitor use, improved security, new chat functions, a new blinking app icon and many other things,” explains Resnik. Exacting security requirements are the main reason why the company has managed to catch the eye of some of the world’s most successful companies. “Our state-of-the-art remote-support software is being used by a number of global brand names in a variety of sectors, including Konica Minolta, Mitsubishi Chemical Systems, AT&T, Mango and Canon.” She goes on to point out that Avast Business, the global online security company, which supplies industry-leading software and services for protecting devices, data and people, has integrated ISL Online into its Managed Workplace RMM (Remote Monitoring and Management) platform, thereby making access to countless remote computers possible. In addition to Europe, the company is focused mainly on the US, where they recently opened an office in North Carolina, Japan, where they have partnered with OceanBridge Inc. and the Santec Corporation, and South-East Asia, particularly Singapore and Thailand. “With its extremely rapid market growth, particularly in healthcare, and its good levels of purchasing power, Vietnam is the next destination to which we will expand our products and services,” says Resnik.



“We have been using the PANTHEON program from the very beginning, when we opened the business in Bosnia-Herzegovina. At the beginning, PANTHEON was used by an outside accounting company. Since 2010 it has also been used by our own personnel records and wages department.

The PANTHEON program is simple to use, providing a company with everything it needs to keep personnel records, calculate wages and recruit new staff. It contains numerous report-drafting possibilities, and adapts itself to the legislative changes, which are always implemented extremely quickly. In a country going through a major reform phase, this is very important. I would also like to highlight the fact that the program enables processes to be imported so that it can be adapted to every user’s specific requirements. These processes speed up and ease the work process considerably.”

Jasmina Roša, HR and wages manager, DM drogerie markt, Bosnia-Herzegovina



www.kovit-projekti.si

KOVIT projekti d.o.o. is a young and innovative company with more than a decade of experience.

Our competitive advantages are:

- flexibility
- innovativeness and the ability to face new challenges
- modern manufacturing technology
- modern and well-equipped production facilities
- an experienced and well-educated staff

We can manufacture products up to a gross weight of 40 tons, and up to 20 tons on finishing machines. We offer a comprehensive production process from supply and cutting of materials, reforming, welding, finishing and painting to final installation. We have a wealth of experience in manufacturing components for machinery in the energy industry, industrial equipment and pressure vessels.

KOVIT has been awarded the following certificates:

- PED 2014/68/EU code EN 13445
- SIST EN ISO 3834-2
- EN 1090-2 EXC3
- ISO 9001:2015
- AD 2000 HP0

Employees have European Welding Engineer (EWE) certification and are certified experts in non-destructive testing – VT, PT, MT and UT.



KOVIT is looking for reliable long-term partners in the field of large welded products, machine parts, hydromechanical equipment, pressure vessels and other industrial equipment.

RAVNE PRESSES

RAVNE PRESSES D.O.O is a manufacturer of high quality custom-made industrial hydraulic, mechanical and servo presses for sheet metal forming and powder material with own Brand RAVNE PRESSES with nominal force from 400 to 40.000 kN and with table length up to 8 meters. Ravne brand originates from 400 years of steel milling tradition. Our presses production of mechanical, servo and hydraulic presses for the steel and sheet metal forming industry have been performed for more than 50 years.

During this time Ravne brand has strongly established it self worldwide as a trustworthy partner due to its product performance and efficiency. Our presses production and press line machinery are integrated into the production facilities of many suppliers and producers in automotive indus-

try, household appliances industry, forging industry, electro industry, tool industry and other.

Ravne presses, during 50 year history, are exported to the worldwide markets and are located on the 6 continents. High motivated and high inovated employees are able to develop any kind of press according to the customer standards (CE, OSHA and CsA standars).

Total Quality Management is the basic principle of company. Quality is monitored by the sistem approach and computerized business system which includes production, research, development, technology, marketing and analysis. Continuous improvement of processes is our strategic direction. With systematic approach we constantly exceed customer requirments and achieve business target.



Koroška cesta 15,
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Photo: Cetis

No Barriers for Innovative Enterprises

Better passports, hydraulic models for the world's biggest turbines, high-quality technical components and efficient systemic cleanroom solutions. In their respective fields, innovators are seeking new partners around the world.

Nina Šprohar

Most Reliable Solution on the Market

Cetis are a company engaged in upgrading security paper and commercial print using comprehensive solutions. They produce around four million documents a year and say that they are “very proud of their long-term partnership with the Slovenian government and of having gained the trust of its citizens.” They also collaborate on projects involving central government authorities in Africa, Europe, Central America and the Middle East. In the last year, they have, among other things, developed a system for data capture and processing and the issuing of travel documents in Guinea-Bissau, systems for data capture and processing and the issuing of transport and driving documents in Guinea-Bissau and Madagascar, a criminal register in Equatorial Guinea, tachographic systems in Montenegro and Albania, and numerous other solutions.



Photo: Cetis

In the document production field, the company have upgraded their existing security paper with new protections that prevent it from being counterfeited. "Our most important innovation over the last year has been the new generation of polycarbonate bindings for data pages in e-passports, which have been recognised with a Gold Award for the best Slovenian innovations. The method by which data pages are bound into a passport is one of the key elements of a passport, ensuring protection against forgery and counterfeiting," say Cetis. This patented solution brings to the market a large number of improvements from the point of view of security, durability, flexibility and compatibility, and the company are sure that it is currently the most reliable solution out there. "The lifespan of the average passport is around ten years, but our innovation almost doubles that. The solution is already in use in Central America and Africa," say the company.

As far as security paper is concerned, the company focus on comprehensive solutions, i.e. on adding services to products. Passports, visas, identity cards, driving licences and vehicle registration documents are among their most important products. In the area of commercial print solutions, the company highlights solutions for the pharmaceutical, food and cosmetics industries, for which they produce labels, sleeves, wrapping labels and forms. "In addition to Slovenia, our target markets are those of Western and Central Europe, chiefly Austria, Germany and France." Their development activities are currently most strongly oriented towards the development of new security protections for documents and of comprehensive document-related information solutions.

Hydraulic Model for the Largest Francis Pump Turbine in Europe

Litostroj Power manufacture one-off products to order, tailored to specific projects. "Most of our orders are for Francis, Kaplan and Pelton water turbines." They used to manufacture mostly new equipment, but there has been growth recently in the proportion of work they do on the partial or complete refurbishment of old turbines. Last year they developed a hydraulic model for the largest single Francis pump turbine in Europe and a hydraulic mould for a Francis driver with the largest fall of water in the world. They also manufacture barrier components such as gates and valves. "We would like to establish new ties with end-customers in particular," say the company. "In some cases, we are developing project-based partnerships with other suppliers, particularly of generator equipment, and with construction and engineering companies." Litostroj Power are currently developing several new hydraulic moulds for drivers, all of them specifically optimised to meet the demands of customers.

Cleangrad: The Only Fire Safety Windows under the GMP Standard

Cleangrad provides systemic cleanroom solutions, from the detailed design to the installation stage. As the company explain: "We tailor our cleanrooms to the demands of our customers with the complete integration of doors, media and furniture, in combination with ventilation and technologies. Our installation team are trained under the GMP (Good Manufacturing Practice) standard and place great emphasis on health, safety and cleanliness. This enables us to ensure that cleanrooms are handed over to our customers on time." They support the qualification of cleanrooms in accordance with cGMP (Current Good Manufacturing Practice), FDA (Food and Drug Administration) and ISO (International Organization for Standardization) requirements, and also provide 48-hour service operations throughout the whole of Europe and the spare parts supply. Cleangrad have their own development centre in which they are constantly engaged in developing new and improving existing products according to customers' instructions and also in collaboration with them. "This year we have developed, manufactured, tested and installed a fire safety window for a known customer under the GMP standard, and we are still the only provider of this type of solution. Our customers are mainly large pharmaceutical concerns, such as Pfizer, GlaxoSmithKline, Mithra Pharmaceutical, DSM, Novartis, Sandoz, Octapharma, Alcon and Zoetis. We would also like to forge new partnerships and enter the German, Irish and Russian markets." What are they developing at the moment? "Our main development challenges in the coming months will be in connection with cleanroom systems. This year, in addition to the fire safety window, we have also developed an air-conditioning box and info booth," they reply.



Photo: Litostroj Power



Photo: Sibbo Group

Solutions for the Pharmaceutical, Medical and Electrical Industries

The Sibbo Group provides closure solutions for tubes, containers and other types of packaging, as well as solutions for technically complex products for the pharmaceutical, medical and electrical industries. One of its newest products is the PO50f/20 cap for use in the cosmetics industry.

“Our activities are not geared merely towards producing caps and shoulders but also high-quality technical components for the car, sanitary, telecommunications and other industries, containers for medicines, pharmaceuticals, food supplements and medical devices, and tools for manufacturing those products,” explains Jure Butinar, Head of marketing. “We operate in more than 60 countries around the world, have more than 300 business partners and manufacture more than four billion products every year. Our business partners include standard-bearers in the cosmetics, car, pharmaceutical, oral care and animal feed industries,” says Butinar, adding that almost all the company’s products, with the exception of their breast-milk pumps, are B2B products. Among the products incorporated into globally recognised products from some of the strongest brands are Sibbo caps, shoulders, electronic device casings, water meshes, printer components and thin-walled food containers.

This year, owing to an increase in demand and the need to meet shorter delivery times, they have established two new companies, SIBO USA and SIBO RUS (Russia). As Butinar explains: “We would like to be present on both markets with an even greater number of products and tools sold. We also intend to establish production of our products and tools at both locations in the near future.”

Ultracut Cutting-Off Wheels Enable Up to 30% Faster Cutting

“Our business excellence, more than 135 years of experience on the global market, investments in know-how, development, equipment and automation, and our innovations: all of these are factors that give our customers the assurance that we manufacture high-quality abrasives and can meet the expectation of even the most exacting clients,” says Urška Vouri, Head of marketing at Weiler Abrasives (formerly Swatycomet), one of the leading producers of artificial abrasives and synthetic fibres. Technical support is an important element, as the company provide complex technical and technological solutions tailored to the individual customer. “This year we have received a national Gold Award for our solid-core technology for the manufacture of Ultracut thin cutting-off wheels, which enable the thinnest products to be manufactured,” says Vouri. Their innovation reduces the time needed for cutting operations by up to 30% compared with other products – and, in addition to saving time, also cuts down on labour costs and consumption as well as ensuring more precise cutting. “The cutting-off wheels are extremely durable and stable, which ensures that the user is able to work safely and without fuss, providing them with added value.”

From Start-Up to Established Company

The ABC Accelerator has always shifted the limits of the impossible. The story began with a team of four three and a half years ago, when the first programme helped eight start-ups on their way. Today the ABC Accelerator has more than 130 start-ups in its portfolio, and it brings award-winning start-ups face to face with investors. The ABC Accelerator itself has won a Central European Start-Up Award (CESA) for “Best Accelerator/Incubator Programme” in Slovenia as well as the wider CEE region for two years in a row. The ABC start-ups Homey and Beeping were winners at PODIM, the largest regional start-up conference: Beeping was named “Slovenian start-up of the year” while Homey walked away with first prize at the “PODIM Challenge” competition.

So far the ABC Accelerator has provided help to more than 130 start-ups, which have together collected more than EUR 30 million in investments. The 8th accelerator programme is under way and will take in the ten best start-ups. “The ABC Accelerator has provided Flexkeeping with a huge shot in the arm – in terms of way of thinking as well as changes to the development of the business. As a result, we now have a presence in 13 countries worldwide and manage around 30,000 hotel rooms. Thanks to ABC, we have managed to acquire three very good investors, who are now our business partners,” said Luka Berger, Flexkeeping’s CEO.



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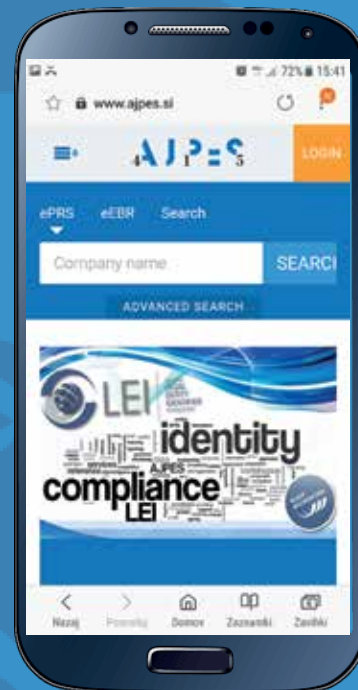
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Companies Responsible for Two-Thirds of Slovenia's Exports

The 100 fastest-growing export firms have seen their exports double in value terms over the last five years.

Darja Močnik, Analytical Department, Chamber of Commerce and Industry of Slovenia

The 200 largest exporters in Slovenia together generated turnover of EUR 27 billion on foreign markets in 2017, an average of around EUR 135 million each. Together they accounted for 63% of firms' total sales on foreign markets.

Seven firms recorded exports of more than EUR 1 billion in 2017 – up from four in 2016. Of the 200 largest exporters, 73.5% were in the manufacturing sector, 15% in the wholesale and retail trade sector, and 6% in the transport and energy sectors. The export orientation of these firms averaged 82%, more than double the average level across Slovenia (41%).

Of the 20 largest firms, half are foreign-owned. This share has been rising for several years, particularly as a result of changes in ownership at manufacturing firms. Within the manufacturing sector, the largest number of exporters are involved in the manufacture of rubber and plastics, electrical and other machinery and equipment, vehicles and car parts, generic pharmaceuticals and metal products. Thanks to high growth in the car

industry in Europe, the export dynamics of these firms are also seeing the fastest growth. Labour productivity at exporters is above-average: the median of this indicator is almost EUR 55,000, which is a fifth more than the overall average at Slovenian firms (EUR 43,000).

The 100 fastest-growing export firms (where exports were above EUR 5 million in 2012) have increased their exports over the last five years by between 151% and 758%. Exports have doubled overall in value terms, the average figure amounting to EUR 118 million in 2017. The average export orientation of these firms was 81%, and they employed a total 23,000 people, or a median average of around 221 per firm.

The median value-added per employee stood at EUR 52,000, which was a fifth higher than the median value across all firms. Sixteen of the 20 fastest-growing exporters were involved in manufacturing. Of the 100 fastest-growing exporters, 77 were involved in manufacturing, ten in wholesale and retail trade, and seven in transport and logistics.

167,000
employees at the
two hundred largest
exporters.

Value-added per
employee of
EUR 52,000.

Fastest-growing
exporters have a
median average of
220
employees.



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- Energy
- Petrochemicals

List of 200 Largest Exporters

Source: audited and consolidated annual reports of groups/companies for the year 2017. Agency of the Republic of Slovenia for Public Legal Records and Related Services (AJPES). Ranking criteria: Level of exports in 2017.

Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
1 GROUP PETROL	RETAIL TRADE	2,042,979	45.4	4,496,736	3,297	72,106
2 GROUP GEN	ENERGY	1,868,472	78.0	2,394,837	1,292	96,232
3 REVOZ d.d.	MANUFACTURING	1,575,361	99.2	1,588,689	2,321	75,755
4 GROUP KRKA	MANUFACTURING	1,178,353	93.0	1,266,392	10,832	63,095
5 GROUP LEK	MANUFACTURING	1,134,636	96.5	1,176,092	4,316	90,907
6 GROUP HSE	ENERGY	1,117,182	70.4	1,587,760	3,093	82,789
7 GROUP GORENJE	MANUFACTURING	1,106,217	84.4	1,309,932	11,039	30,419
8 GROUP MERCATOR	RETAIL TRADE	927,787	43.1	2,152,172	18,664	15,625
9 Interenergo d.o.o.	ENERGY	768,139	86.2	891,205	31	173,379
10 GROUP SIJ	MANUFACTURING	651,371	86.2	756,062	3,585	55,624
11 GROUP IMPOL 2000	MANUFACTURING	628,774	94.3	666,723	2,283	53,923
12 GROUP KOLEKTOR HOLDING	MANUFACTURING	449,144	62.6	717,298	5,495	41,456
13 GROUP ADRIA MOBIL	MANUFACTURING	383,350	92.0	416,844	1,640	64,472
14 BSH HIŠNI APARATI d.o.o. Nazarje	MANUFACTURING	320,100	93.1	343,800	1,067	62,975

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Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
15 GROUP TAB d.d.	MANUFACTURING	316,611	96.9	326,802	1,352	58,735
16 BELEKTRON d.o.o.	FINANCIAL SERVICES	298,374	98.2	303,862	6	472,912
17 GROUP TALUM d.d.	MANUFACTURING	279,453	81.3	343,621	1,374	43,601
18 GROUP LTH CASTINGS	MANUFACTURING	279,421	99.6	280,581	2,632	49,112
19 GROUP HELIOS	MANUFACTURING	261,160	87.8	297,431	1,772	42,293
20 GROUP HIDRIA	MANUFACTURING	231,901	92.9	249,711	1,843	49,849
21 AquafilSLO d.o.o.	MANUFACTURING	226,425	99.6	227,260	819	47,151
22 RENAULT NISSAN SLOVENIJA, d.o.o.	RETAIL TRADE	215,748	45.1	478,615	114	101,304
23 GROUP CIMOS	MANUFACTURING	207,441	92.7	223,784	3,320	22,596
24 MAHLE Electric Drives Slovenija d.o.o.	MANUFACTURING	202,473	95.4	212,273	1,586	35,948
25 GROUP UNIOR	MANUFACTURING	199,544	83.5	239,020	3,086	32,950
26 GEOPLIN d.o.o. Ljubljana	RETAIL TRADE	190,689	57.3	332,804	41	237,301
27 GROUP SLOVENSKE ŽELEZNICE	TRANSP. AND STORAGE	187,904	47.3	397,100	7,403	41,726
28 CARTHAGO d.o.o.	MANUFACTURING	179,272	100.0	179,311	714	30,606
29 odelo Slovenija d.o.o.	MANUFACTURING	179,110	99.8	179,511	1,032	45,646
30 GOODYEAR DUNLOP SAVA TIRES d.o.o.	MANUFACTURING	173,631	82.5	210,441	1,396	48,440
31 GROUP PERUTNINA	MANUFACTURING	169,616	66.0	257,113	3,528	23,261
32 CINKARNA Celje, d.d.	MANUFACTURING	164,244	87.0	188,705	869	91,136
33 BOXMARK LEATHER d.o.o.	MANUFACTURING	157,422	99.9	157,606	1,787	17,437
34 ADRIA AIRWAYS d.o.o.	TRANSP. AND STORAGE	156,416	99.1	157,794	367	58,107
35 KOLIČEVO KARTON. d.o.o.	MANUFACTURING	153,201	93.2	164,369	385	107,397
36 PRESKOK d.o.o.	RETAIL TRADE	148,720	99.0	150,206	7	576,603

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Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
37 GROUP CONTITECH	MANUFACTURING	147,927	97.3	152,020	596	57,440
38 GROUP LUKA KOPER	TRANSP. AND STORAGE	145,554	68.8	211,438	1,073	116,045
39 GROUP DOMEL HOLDING	MANUFACTURING	129,391	92.8	139,358	1,236	43,151
40 GROUP CABLEX	MANUFACTURING	126,098	95.6	131,886	2,543	17,938
41 GROUP LES-MMS	RETAIL TRADE	120,067	57.5	208,633	1,266	44,478
42 Droga Kolinska d.d.	MANUFACTURING	117,326	66.2	177,189	471	78,204
43 GROUP ELRAD INTERNATIONAL	MANUFACTURING	114,762	92.7	123,738	1,532	26,104
44 NOVEM CAR INTERIOR DESIGN d.o.o.	MANUFACTURING	113,780	99.9	113,877	698	31,782
45 GROUP ETI	MANUFACTURING	109,317	92.5	118,229	1,680	25,828
46 VALIANT d.o.o.	RETAIL TRADE	107,880	98.8	109,194	6	282,781
47 GROUP AKRAPOVIČ GROUP	MANUFACTURING	105,255	99.0	106,323	946	57,541
48 DANFOSS TRATA. d.o.o.	MANUFACTURING	105,091	94.1	111,656	441	82,720
49 GROUP ISKRAEMECO	MANUFACTURING	104,441	97.5	107,117	775	41,856
50 GROUP TRIMO	MANUFACTURING	103,770	89.1	116,505	547	40,823
51 GROUP RASTODER	RETAIL TRADE	103,200	83.0	124,385	50	389,951
52 Trelleborg Slovenija, d.o.o.	MANUFACTURING	99,067	85.2	116,327	811	52,106
53 GROUP PLASTA	MANUFACTURING	94,924	72.0	131,841	749	51,855
54 PAPIRNICA VEVČE d.o.o.	MANUFACTURING	94,582	97.2	97,273	261	45,233
55 GROUP KOVINTRADE	RETAIL TRADE	94,029	50.9	184,693	351	46,764
56 KNAUF INSULATION, d.o.o., Škofja Loka	MANUFACTURING	92,792	79.1	117,375	391	97,025
57 PALFINGER d.o.o.	MANUFACTURING	91,722	94.8	96,746	546	48,128
58 GROUP CALCIT DP	MINING	89,381	89.5	99,866	221	119,394

**Basic information:**

Company name: **MOS Servis d.o.o.**
 Address: **Mestinje 2b
SI-3241 Podplat**
 Tel.: **+386 3 819 0182**
 E-mail: **info@mos.si**
 Internet: **www.mos.si**
 Managing Director: **Peter Volovšek**
 Founded: **2006**
 Employees: **100**
 Quality standards: **ISO 9001-2015**

MOS Servis was established in 2006, and since then it has become a recognised global provider of electrical and mechanical assembly of industrial equipment in various fields. The knowledge and experience gained in this led us to the decision in 2014 that we could also manufacture specific sets or entire systems. Recently, in addition to manufacturing, we have also offered collaboration in constructing these sets. The company is 100% export-oriented and co-operates with several foreign partners.

Production range

We are experienced in producing specific sets or entire systems for transport in the car and food industries, at various logistics and distribution providers and at airports. We manufacture a variety of belt, rail or chain transporters, systems for rotation and overcoming grade differences, roller tracks and more.

With 3000 m² of covered space we carry out the entire production from cutting materials to assembly. We provide cutting of profiles (cutting and bending of sheet metal provided with our partners), welding (MIG, MAG, TIG) of dimensions up to 8000x3000x1000, surface protection with powder (8000x2000x1000) and wet coating (12000x3000x2000), zinc galvanising protection (3000x1000x500), bluing (up to 1500mm) and nickel plating of smaller pieces.

We offer machine processing with turning (up to Ø 500) and 3D routing (1200x600x600). We provide processing of larger pieces together with our partners. With the pre-assembly of systems we ensure correct operation and compliance with the customer's requirements.

Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
59 GROUP TPV	MANUFACTURING	84,690	55.4	152,961	1,115	31,903
60 ŠTORE STEEL d.o.o.	MANUFACTURING	84,157	69.1	121,756	525	58,118
61 STARKOM d.o.o.	MANUFACTURING	83,690	97.7	85,651	300	54,968
62 Adient Slovenj Gradec d.o.o.	MANUFACTURING	82,447	97.9	84,216	639	36,730
63 GROUP VIPAP	MANUFACTURING	81,703	89.1	91,669	469	24,192
64 BAYER d.o.o.	RETAIL TRADE	81,045	65.8	123,251	121	132,782
65 GROUP SWATYCOMET	MANUFACTURING	80,319	92.3	87,051	830	40,777
66 ebm-papst Slovenija d.o.o.	MANUFACTURING	78,425	98.6	79,508	448	28,942
67 DINOS d.d.	UTILITIES	77,170	56.2	137,371	301	50,821
68 GROUP JUB-H	MANUFACTURING	75,884	71.4	106,290	742	38,829
69 FILC d.o.o.	MANUFACTURING	75,743	94.1	80,462	313	107,064
70 GKN Driveline Slovenija, d.o.o.	MANUFACTURING	75,194	90.8	82,795	402	50,854
71 GROUP ISKRA MEHANIZMI HOLDING	MANUFACTURING	74,455	89.1	83,543	516	38,974
72 GROUP ELAN	MANUFACTURING	74,156	90.4	82,011	794	31,728
73 GROUP INTERBLOCK	MANUFACTURING	73,003	84.9	85,993	350	135,289
74 GROUP PALOMA	MANUFACTURING	71,075	82.7	85,927	653	29,553
75 GROUP FRUTAROM ETOL	MANUFACTURING	70,172	88.2	79,568	317	no data
76 ARCONT d.d. Gornja Radgona	MANUFACTURING	67,536	99.0	68,199	686	29,719
77 ITW Appliance Components d.o.o.	MANUFACTURING	67,480	86.4	78,071	324	72,594
78 GROUP ANTICUS	OTHER SERVICES	61,486	86.7	70,925	114	84,144
79 SILKEM PLUS d.o.o.	MANUFACTURING	61,083	92.7	65,916	196	69,243
80 LJUBLJANSKE MLEKARNE d.o.o.	MANUFACTURING	60,877	36.3	167,608	557	53,143



Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
81 TBP d.d.	MANUFACTURING	60,550	99.8	60,666	829	30,002
82 BRAVOPHONE d.o.o.	RETAIL TRADE	60,500	100.0	60,500	1	317,066
83 GROUP DON DON	MANUFACTURING	60,204	67.5	89,135	1,439	19,284
84 GORIČANE, d.d. Medvode	MANUFACTURING	59,489	88.1	67,516	204	59,659
85 Continental Adria d.o.o.	RETAIL TRADE	58,033	68.2	85,042	29	104,118
86 GROUP STEKLARNA HRASTNIK	MANUFACTURING	55,362	96.1	57,629	680	42,846
87 GROUP INTERSPORT	RETAIL TRADE	54,056	53.5	101,128	1,039	17,506
88 TKK d.o.o.	MANUFACTURING	53,740	88.5	60,727	202	60,046
89 GROUP ISKRA	MANUFACTURING	52,683	64.0	82,344	1,164	31,745
90 GROUP MEDIS INTAGO	RETAIL TRADE	50,974	61.0	83,618	243	90,868
91 KOMPAS d.d.	OTHER SERVICES	50,478	67.0	75,330	190	42,021
92 AVTO TRIGLAV d.o.o., Ljubljana	RETAIL TRADE	50,003	25.8	194,060	87	80,566
93 INOTHERM d.o.o.	MANUFACTURING	49,256	93.9	52,479	237	93,479
94 GROUP PLASTOFORM	MANUFACTURING	48,840	69.0	70,766	599	43,074
95 GROUP INTEREUROPA	TRANSP. AND STORAGE	48,618	32.4	149,889	1,328	31,721
96 ETA d.o.o. Cerkno	MANUFACTURING	48,392	96.4	50,225	891	29,248
97 FOTONA d.o.o.	MANUFACTURING	47,876	98.8	48,480	248	94,300
98 Astellas Pharma d.o.o.	RETAIL TRADE	46,816	80.5	58,139	41	132,524
99 LIVAR, d.d.	MANUFACTURING	46,010	82.0	56,121	528	36,483
100 GROUP ALPINA	MANUFACTURING	44,305	78.0	56,833	1,442	14,058
101 KLS LJUBNO d.o.o.	MANUFACTURING	43,749	92.8	47,157	239	130,563
102 LESONIT d.o.o.	MANUFACTURING	43,673	95.3	45,835	140	83,930



ELRAD International d. o. o.

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E-mail: info@elrad-int.si

Web: www.elrad-int.si

Known under the name ELRAD group, our company never ceases to amaze with technically sophisticated electronic products and services, providing the highest quality and reliability.

Satisfaction of our clients, which include leading global manufacturers of electronic tools, appliances, small household machines, and medical products, car and leisure products manufacturers, is achieved through our:

FOCUS ON DEVELOPMENT, INNOVATION, RELIABILITY

We are aware that knowledge, experience, competences, and particularly motivation and employees' sense of being a part of the company, represent the irreplaceable building stones of our company's success. Positive attitude, responsible approach to work and customer-oriented thinking are expected of every person wishing to become part of the Elrad Team.



Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
103 SOGEFI FILTRATION d.o.o.	MANUFACTURING	43,605	99.9	43,649	222	37,144
104 LEYKAM tiskarna d.o.o.	MANUFACTURING	43,143	83.6	51,592	104	86,048
105 RIKO, d.o.o.	PROFESS., SCIEN., AND TECH. ACTIV.	43,135	54.5	79,183	112	63,345
106 SCANIA SLOVENIJA d.o.o.	RETAIL TRADE	43,096	46.4	92,804	73	120,201
107 PORSCHE INTER AUTO d.o.o.	RETAIL TRADE	42,708	17.7	241,009	333	52,647
108 MELAMIN d.d. Kočevje	MANUFACTURING	42,463	86.2	49,260	190	65,784
109 SPORTINA Bled d.o.o.	RETAIL TRADE	42,294	62.2	67,959	326	29,336
110 STORA ENSO WOOD PRODUCTS d.o.o. Koper	RETAIL TRADE	41,820	98.4	42,495	6	349,515
111 MOBIK d.o.o.	ICT	41,390	93.6	44,203	29	68,542
112 GROUP KOVINOPLASTIKA LOŽ	MANUFACTURING	41,047	59.9	68,510	757	28,150
113 JUTEKS d.o.o.	MANUFACTURING	41,009	96.2	42,650	149	81,840
114 GG Bled d.o.o.	AGRICULTURE	40,801	85.0	48,000	80	78,357
115 SILIKO d.o.o.	MANUFACTURING	40,756	75.9	53,664	314	58,205
116 BOSCH REXROTH d.o.o.	MANUFACTURING	40,308	99.1	40,655	286	39,126
117 SEVEN REFRACTORIES d.o.o.	MANUFACTURING	39,822	99.7	39,927	57	142,255
118 AKTON d.o.o.	ICT	39,535	78.3	50,509	24	137,510
119 HENKEL MARIBOR d.o.o.	MANUFACTURING	38,872	98.0	39,647	499	47,575
120 GROUP MAKSIM	MANUFACTURING	38,729	79.9	48,449	339	49,268
121 INCOM d.o.o.	MANUFACTURING	38,297	90.0	42,561	288	38,560
122 Mars Overseas Holdings d.o.o.	RETAIL TRADE	37,601	71.6	52,519	121	53,032
123 MLM d.d.	MANUFACTURING	37,432	94.7	39,512	493	24,963



EUREL d.o.o., Bistriška cesta 54, 2319 Poljčane, Slovenia

T 02 / 621 73 00 **F** 02 / 621 73 31 **E** info@eurel.si

Eurel is the right company for provision of electromechanical products and services, integrated mechatronic solutions - from concept design to mass production.

We are distinguished by high quality of our product and service, reliability, flexibility, innovation and pro-active involvement.



Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
124 GRAMMER AUTOMOTIVE SLOVENIJA d.o.o.	MANUFACTURING	37,135	99.8	37,195	289	18,102
125 KZPS, d.o.o.	TRANSP. AND STORAGE	37,035	97.5	37,984	226	135,662
126 GROUP LITOSTROJ POWER	MANUFACTURING	36,669	57.5	63,723	577	39,067
127 GROUP BISOL GROUP	MANUFACTURING	36,568	89.0	41,095	198	40,310
128 GEBERIT proizvodnja d.o.o.	MANUFACTURING	36,548	97.9	37,331	251	71,569
129 ASI d.o.o. Idrija	RETAIL TRADE	36,043	88.3	40,841	31	40,342
130 BELIMED d.o.o.	MANUFACTURING	35,743	97.3	36,743	223	41,481
131 KOVIS d.o.o.	MANUFACTURING	35,145	95.8	36,671	148	60,814
132 GROUP KOLPA HOLDING	MANUFACTURING	34,969	67.0	52,203	606	30,011
133 GROUP SALONIT ANHOVO	MANUFACTURING	34,618	48.9	70,765	386	76,883
134 INTERSOCKS d.o.o., Kočevje	MANUFACTURING	34,575	92.5	37,370	89	54,091
135 JOHNSON & JOHNSON d.o.o.	RETAIL TRADE	34,198	75.0	45,594	99	110,963
136 GROUP GRAH GROUP	MANUFACTURING	34,054	57.1	59,589	381	36,581
137 PLASTIKA SKAZA d.o.o.	MANUFACTURING	34,005	88.9	38,246	207	34,249
138 VIP VIRANT, d.o.o.	MANUFACTURING	34,004	83.2	40,870	91	48,367
139 GROUP METAL RADO SNEŽIČ d.o.o.	MANUFACTURING	33,638	55.6	60,472	8	479,147
140 T.P.G. LOGISTIKA d.o.o.	TRANSP. AND STORAGE	33,479	84.1	39,801	59	59,612
141 FENOLIT d.d.	MANUFACTURING	33,290	81.1	41,033	94	74,661
142 GROUP GREINER PACKAGING d.o.o.	MANUFACTURING	32,641	97.9	33,358	394	23,179
143 LEDINEK ENGINEERING d.o.o.	MANUFACTURING	32,461	97.3	33,363	117	56,866
144 FARMTECH d.o.o.	MANUFACTURING	32,180	87.7	36,698	265	35,196
145 YASKAWA Ristro, d.o.o.	MANUFACTURING	32,164	94.1	34,167	141	62,784

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- For the automotive industry
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- For the household appliance industry
- Manufacture of injection molds
- Project management

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- o Thermoplastic injection molds
- o Assembly or completion of components
- o Manufacture of injection molds

We are specialized in injection molding of:

- Sophisticated measuring products
- Products with inserts (metal, sensors)
- Aesthetically appealing products

We as well can install injection molded products during the process or complete them into individual components.

We mostly use the following materials: PA, PBT, SAN, POM, PP, TPE, PC, ABS, PMMA. Our manufacturing process makes the traceability of products possible and guarantees the high quality of injection molded products. Measuring of the products takes place in our own measuring laboratory. Our tool manufacture developed through the manufacturing of tools for our own use and for external customers.

Company

- o We process plastics since 1984
- o 4000 m² production area at two locations
Domžale branch, Kozje branch
- o Modern machine park; 26 injection molding machines
with clamping forces of 50t to 550t
- o In-house tool manufacture
- o Fireproof tool storage
- o Injection molding of more than 500 different products
- o ISO 9001:2008

Our yearlong tradition and rich experience and expertise make us a reliable partner for our customers who at all times can expect rapid response, flexibility and high-quality service from us.

Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
146 GROUP RADEČE PAPIR	MANUFACTURING	32,117	74.2	43,301	626	12,040
147 Pivovarna Laško Union d.o.o.	MANUFACTURING	32,102	21.3	150,984	592	98,313
148 PREDILNICA LITIJA d.o.o.	MANUFACTURING	32,022	97.0	33,003	225	41,023
149 Poclain Hydraulics d.o.o.	MANUFACTURING	31,687	90.6	34,980	284	36,997
150 STEKLARNA ROGAŠKA d.o.o.	MANUFACTURING	31,422	95.1	33,030	795	23,872
151 SIBO G, d.o.o.	MANUFACTURING	31,084	90.5	34,335	212	63,886
152 Palfinger Marine d.o.o., Maribor	MANUFACTURING	30,953	100.0	30,968	98	37,903
153 Hyundai Avto Trade d.o.o. Ljubljana	RETAIL TRADE	30,748	50.4	61,036	29	98,114
154 NIKO. d.o.o.. Železniki	MANUFACTURING	30,253	90.0	33,611	272	47,927
155 BAUMULLER DRAVINJA. d.o.o.	MANUFACTURING	30,105	99.4	30,293	224	32,370
156 ADRIA KOMBI d.o.o., Ljubljana	TRANSP. AND STORAGE	29,866	75.3	39,647	13	257,229
157 ISOKON, d.o.o., Slovenske Konjice	MANUFACTURING	29,658	94.9	31,241	168	55,696
158 GROUP TOMPLAST	MANUFACTURING	28,630	59.4	48,207	319	44,717
159 ATOTECH SLOVENIJA d.d.	MANUFACTURING	28,630	91.2	31,383	68	67,813
160 SAFILO d.o.o. Ormož	MANUFACTURING	28,398	94.1	30,179	720	24,997
161 SUMIDA SLOVENIJA, d.o.o.	MANUFACTURING	28,282	99.8	28,353	282	27,339
162 GROUP TAJFUN	MANUFACTURING	27,983	90.3	30,985	294	36,662
163 MAHLE Electric Drives Bovec d.o.o.	MANUFACTURING	27,832	78.2	35,573	314	26,503
164 GROUP FINIKS	MANUFACTURING	27,112	99.3	27,303	378	19,715
165 PLANIKA TURNIŠČE d.o.o.	MANUFACTURING	26,756	97.0	27,585	228	24,411
166 GROUP LISCA	MANUFACTURING	26,667	79.4	33,598	757	18,387



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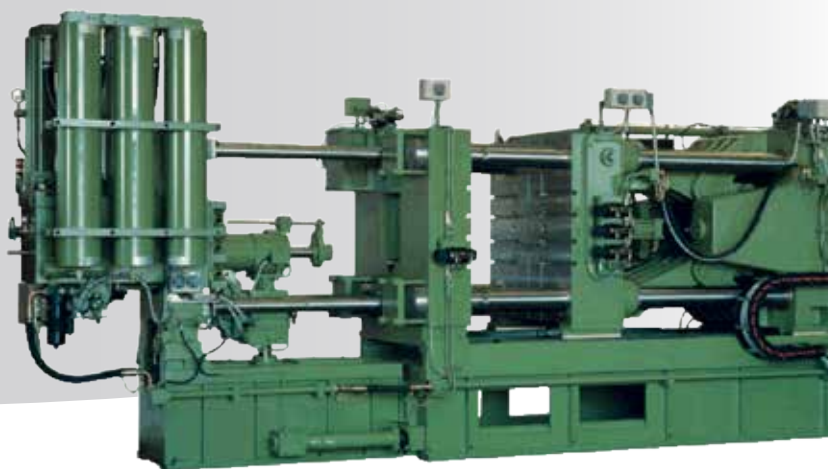
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Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
167 MAKITA d.o.o.	RETAIL TRADE	26,574	75.3	35,307	38	91,905
168 GROUP SPLOŠNA PLOVBA	TRANSP. AND STORAGE	26,436	87.2	30,325	no data	no data
169 HC HIDROMONTAŽA d.o.o.	CONSTRUCTION	25,987	100.0	25,987	19	204,570
170 STILLES d.o.o.	MANUFACTURING	25,269	96.6	26,152	221	31,758
171 ŽITO d.o.o.	MANUFACTURING	24,967	25.8	96,717	668	37,922
172 ECOLAB d.o.o.	MANUFACTURING	24,589	74.5	32,995	103	56,907
173 DIFA d.o.o.	MANUFACTURING	24,514	99.4	24,663	160	73,030
174 INTRA LIGHTING d.o.o.	MANUFACTURING	24,355	86.6	28,112	114	61,224
175 ADLES d.o.o.	MANUFACTURING	24,087	95.8	25,132	11	451,464
176 POČKAJ d.o.o.	MANUFACTURING	24,040	99.7	24,102	85	97,085
177 VCAG d.o.o.	RETAIL TRADE	23,860	63.3	37,695	0	8,727,663
178 GROUP METREL DUS	MANUFACTURING	23,382	72.8	32,109	442	43,225
179 PIRNAR d.o.o.	MANUFACTURING	23,320	87.6	26,624	80	53,663
180 GROUP MONTECRISTO SL	RETAIL TRADE	22,902	41.0	55,862	656	14,710
181 KONUS KONEX d.o.o.	MANUFACTURING	22,876	85.0	26,910	149	51,896
182 STUDIO MODERNA d.o.o.	RETAIL TRADE	22,870	57.1	40,020	414	52,348
183 MEGA-METAL d.o.o.	MANUFACTURING	22,798	96.5	23,636	13	329,302
184 AKERS VALJI RAVNE d.o.o.	MANUFACTURING	22,784	98.4	23,145	94	74,198
185 REM d.o.o.	MANUFACTURING	22,677	79.1	28,669	143	47,820
186 PIŠEK - VITLI KRPAN, d.o.o.	MANUFACTURING	22,667	81.5	27,797	199	38,386
187 RLS d.o.o.	MANUFACTURING	22,625	95.6	23,667	155	94,949

BLISK

CASTING



We are Blisk Casting. We have been in business for 25 years. We are the largest privately-owned foundry in the Gorenjska region. In addition to the Slovenian market, we are also present on the EU market and in North America. Our main partners are the car and electro industries. We offer our customers turnkey products (R&D, HPDC tools, HPDC casting, machining, and sandblasting). We also offer zinc casting.

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Company/Group name	Sector	Exports (000 EUR)	% of foreign sales	Sales (000 EUR)	Number of employees	Value-added per employee (EUR)
188 POLYCOM Škofja Loka d.o.o.	MANUFACTURING	22,423	71.8	31,220	218	47,979
189 FLUIDMASTER d.o.o.	MANUFACTURING	22,337	92.0	24,292	181	36,543
190 LUKEM d.o.o.	RETAIL TRADE	22,222	98.5	22,570	9	134,483
191 GROUP HARVEY NORMAN	RETAIL TRADE	22,213	28.8	77,069	467	36,323
192 TOSAMA d.o.o.	MANUFACTURING	22,175	61.7	35,941	400	28,257
193 EHO d.o.o.	PROFESS., SCIENT. AND TECH. ACTIV.	22,102	91.5	24,160	79	70,186
194 Win Systems d.o.o.	MANUFACTURING	21,929	99.5	22,039	101	72,195
195 EXTRAFORM d.o.o.	MANUFACTURING	21,887	84.9	25,784	23	115,012
196 AGROCORN d.o.o.	TRANSP. AND STORAGE	21,630	70.2	30,812	22	62,055
197 GROUP ISKRATEL	MANUFACTURING	21,471	24.2	88,661	873	38,475
198 GEA VIPOLL d.o.o.	MANUFACTURING	21,203	98.6	21,498	122	-21,730
199 IMERYS FUSED MINERALS RUŠE d.o.o.	MANUFACTURING	20,946	96.8	21,634	70	91,088
200 URSA SLOVENIJA. d.o.o.	MANUFACTURING	20,883	83.0	25,159	116	64,414

CNC P&K
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The mission of CNC P&K — PUŠNIK d.o.o. is metalworking, a craft we have been perfecting and developing over the past 40 years. During this time, our company has evolved into a modern medium-sized company with over 260 employees. Our company holds an important position in the Slovene economy and we are planning on expanding our activities and workforce in the near future.

Our development advantage is a combination of clear strategies, development directions and commitment to our common values: flexibility, partnership, trust, creativity, and efficiency.

CNC P&K — PUŠNIK d.o.o. follows the guidelines of sustainable development. The key principle in our operations is achieving quality at every step, which has led us to pursue and acquire international quality certificates ISO 9001, ISO 14001, and many more. This is also another testament to our company's commitment to protecting the environment, to being actively involved in our community, to improving the quality of living, and to conduct our activities with care and in a manner that disturbs the community as little as possible.

We are aware of the importance of research and its connection to practical use. All employees at CNC P&K — PUŠNIK d.o.o. are distinguished by high levels of expertise and a drive for research. Our skilled team with its many years of experience and valued references using the latest technology follows market trends and our products thus achieve world-class quality.

We are proud of our history and satisfied with the development we have achieved over the past years. Today's results serve as crucial support for our new business plans, but we are also aware of the many challenges awaiting us in the future.

The respect of our valued business partners and the trust of end users give us the obligation to keep achieving new development, manufacturing, and sales successes. We want to create this story of success together with our current and future employees.



List of 100 Fastest Growing Companies by Exports in the Period 2012-2017

Source: audited and consolidated annual reports of groups/companies for the years 2012 and 2017. Agency of the Republic of Slovenia for Public Legal Records and Related Services (AJPES). Ranking criteria: growth in exports in period 2017/2012 for groups/companies with exports above EUR 5 m in 2012.

Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
1 RENAULT NISSAN SLOVENIJA, d.o.o.	RETAIL TRADE	478,615	45.1	114	101,304	758.0
2 Adient Slovenj Gradec d.o.o.	MANUFACTURING	84,216	97.9	639	36,730	733.9
3 SCANIA SLOVENIJA d.o.o.	RETAIL TRADE	92,804	46.4	73	120,201	579.6
4 GROUP PERUTNINA PTUJ	MANUFACTURING	257,113	66.0	3,528	23,261	482.8
5 GG Bled d.o.o.	AGRICULTURE	48,000	85.0	80	78,357	395.6
6 GEA VIPOLL d.o.o.	MANUFACTURING	21,498	98.6	122	-21,730	358.0
7 GROUP PLASTOFORM	MANUFACTURING	70,766	69.0	599	43,074	357.1
8 BELIMED d.o.o.	MANUFACTURING	36,743	97.3	223	41,481	353.5
9 RLS d.o.o.	MANUFACTURING	23,667	95.6	155	94,949	341.5

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NIKO
Slovenia

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AVTOMOTIVE INDUSTRY

ASSEMBLING PROCESS:

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- production;



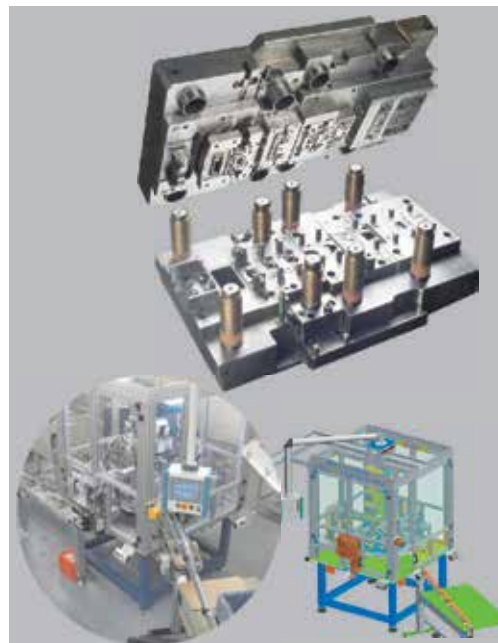
STAMPING PARTS:

- covers,
- holders,
- clips,
- heat sinks;



SHEET METAL PROGRESSIVE DIE TECHNOLOGY:

- combined tools for cutting, bending, deep drawing
- stamping,
- tool manufacturing,
- surface coating;



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Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
10 POČKAJ d.o.o.	MANUFACTURING	24,102	99.7	85	97,085	323.7
11 EHO d.o.o.	MANUFACTURING	24,160	91.5	79	70,186	321.7
12 STILLES d.o.o.	MANUFACTURING	26,152	96.6	221	31,758	312.5
13 GROUP PLASTA	MANUFACTURING	131,841	72.0	749	51,855	311.6
14 GROUP SILKEM PLUS	MANUFACTURING	65,916	92.7	196	69,243	306.3
15 MAROVT d.o.o.	MANUFACTURING	20,226	95.5	220	41,160	302.3
16 AREX d.o.o. Šentjernej	MANUFACTURING	21,614	77.5	113	100,340	301.1
17 REM d.o.o.	MANUFACTURING	28,669	79.1	143	47,820	299.5
18 GROUP GEN ENERGIJA	ENERGY	2,394,837	78.0	1,292	96,232	296.8
19 GROUP ELEKTRONČEK	MANUFACTURING	85,993	84.9	350	135,289	292.7
20 GROUP ELRAD INTERNATIONAL	MANUFACTURING	123,738	92.7	1,532	26,104	288.2
21 LEDINEK ENGINEERING d.o.o.	MANUFACTURING	33,363	97.3	117	56,866	276.5
22 NOVEM CAR INTERIOR DESIGN d.o.o.	MANUFACTURING	113,877	99.9	698	31,782	270.4
23 FOTONA d.o.o.	MANUFACTURING	48,480	98.8	248	94,300	268.6
24 GROUP CALCIT DP	MINING	99,866	89.5	221	119,394	268.4
25 Hyundai Avto Trade d.o.o. Ljubljana	RETAIL TRADE	61,036	50.4	29	98,114	262.7
26 STARKOM d.o.o.	MANUFACTURING	85,651	97.7	300	54,968	261.4
27 VALIANT d.o.o.	RETAIL TRADE	109,194	98.8	6	282,781	260.3
28 BAUMULLER DRAVINJA. d.o.o.	MANUFACTURING	30,293	99.4	224	32,370	255.4
29 INCOM d.o.o.	MANUFACTURING	42,561	90.0	288	38,560	245.9



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LOGS



RAILWAY AND BRIDGE SLEEPERS



VENEER (maple, figured maple)



ANTIQUÉ OAK WOOD



Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
30 GROUP DZS	RETAIL TRADE	124,312	16.1	1,072	38,706	245.6
31 MDM d.o.o.	MANUFACTURING	44,446	35.3	103	57,834	241.2
32 SOGEFI FILTRATION d.o.o.	MANUFACTURING	43,649	99.9	222	37,144	239.9
33 GROUP MEDIS INTAGO	RETAIL TRADE	83,618	61.0	243	90,868	238.3
34 SIJ RAVNE SYSTEMS d.o.o.	MANUFACTURING	36,956	59.3	522	34,418	233.1
35 GROUP AKRAPOVIČ	MANUFACTURING	106,323	99.0	946	57,541	220.0
36 CETIS d.d.	MANUFACTURING	61,038	40.6	583	38,377	218.5
37 ITAS-CAS d.o.o.	MANUFACTURING	15,013	97.8	111	33,718	215.9
38 KLS LJUBNO d.o.o.	MANUFACTURING	47,157	92.8	239	130,563	213.4
39 PIPISTREL d.o.o.	MANUFACTURING	17,991	95.6	106	55,689	211.9
40 ADRIA DOM d.o.o.	MANUFACTURING	26,635	94.4	212	42,596	208.5
41 DSV Transport d.o.o.	TRANSP. AND STORAGE	41,357	50.1	147	45,509	207.7
42 SILIKO d.o.o.	MANUFACTURING	53,664	75.9	314	58,205	207.1
43 POLYCOM Škofja Loka d.o.o.	MANUFACTURING	31,220	71.8	218	47,979	205.9
44 GROUP CABLEX	MANUFACTURING	131,886	95.6	2,543	17,938	204.1
45 GROUP ETI	MANUFACTURING	118,229	92.5	1,680	25,828	200.2
46 CARTHAGO d.o.o.	MANUFACTURING	179,311	100.0	714	30,606	198.8
47 GROUP CELJSKE MESNINE	MANUFACTURING	90,805	13.7	566	28,291	198.3
48 GROUP TAB	MANUFACTURING	326,802	96.9	1,352	58,735	197.8
49 I.H.S. d.o.o.	MANUFACTURING	16,848	97.7	117	51,782	197.7



Electronics

In addition to a range of component elements for the automotive industry, the company makes casings and housings for electronics, a variety of custom-made aluminium and alloy heat sinks, together with cases for electronic equipment and amplifiers.

MALI-E-TIKO engineers elements of the most complex design, manufactured using multi-axis CNC milling machines.

Heavy-duty Equipment

MALI-E-TIKO manufactures elements and parts for road vehicles and construction equipment, heavy-duty machines, components for professional ironing systems and heating solutions, inox steel road and other signs, as well as a range of metal cabinets and storage systems.

MALI-E-TIKO's metal processing services include milling and turning, as well as the welding of all types of materials (TIG, MIG and MAG welding). The company employs certified European welding engineers and holds EN ISO 3834-2 and EN 1090-2 certificates. In addition to sandblasting, MALI-E-TIKO's contractors also provide surface protection (galvanised coating), anodising, chromate coating, as well as powder and wet coating. Additional services encompass engraving, including laser engraving, and screen printing.

Product Development

The company collaborates with its clients in product development, employing 3D technology (PTC Creo, AutoCAD) for design, as well as the latest software for CNC programming. Among other services, MALI-E-TIKO provides laser cutting of steel, stainless steel and aluminium, as well as CNC punching and bending of materials using modern CNC machinery (Trumpf, Gasparini and LVD).

Partners in Germany, Austria and Italy

MALI-E-TIKO products supply its partners in Germany, Austria and Italy. Germany is the company's main market, where clients include ANNAX GmbH, BOMAG GmbH and Veit GmbH; in Austria - Swarco Futurit GmbH and Palfinger AG; and CAEN S.p.A. in Italy. Through a number of its Slovenian partners MALI-E-TIKO manufactures can be found in many parts of the world, including the Middle and Far East, South America, the UK, Hong Kong and Japan.

The companies MALI-E-TIKO works with are leaders in their respective fields. Moreover, their partners include them in current and future projects, thereby transferring know-how and engineering expertise.

Professional Metal Products Since 1988

MALI-E-TIKO provides a wide range of products and services in the manufacture of elements and components from sheet metal for the needs of the electronics and automotive sectors, including parts for heavy machinery and equipment, which requires expert knowledge of metal processing and machining.

Holding ISO 9001:2015 certification, the Tržič-based MALI-E-TIKO manufactures components for, amongst others, the electronics and car industries, as well as elements for commercial vehicles and construction equipment.

Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
50 GROUP DOMEL HOLDING	MANUFACTURING	139,358	92.8	1,236	43,151	196.6
51 ATOTECH SLOVENIJA d.d.	MANUFACTURING	31,383	91.2	68	67,813	194.4
52 AGROCORN d.o.o.	RETAIL TRADE	30,812	70.2	22	62,055	192.6
53 GROUP LTH ULITKI	MANUFACTURING	280,581	99.6	2,632	49,112	190.3
54 GROUP PARTNER IN	MANUFACTURING	152,961	55.4	1,115	31,903	189.0
55 SGG TOLMIN d.o.o.	AGRICULTURE	13,521	73.9	116	27,588	188.1
56 Mercury Processing Services International d.o.o.	FINANCE	13,846	68.1	85	55,619	187.5
57 PLASTIKA SKAZA d.o.o.	MANUFACTURING	38,246	88.9	207	34,249	187.2
58 NIMROD d.o.o.	MANUFACTURING	15,189	90.4	53	43,559	186.4
59 POŠTA SLOVENIJE d.o.o.	TRANSP. AND STORAGE	221,205	4.7	5,275	28,435	186.2
60 YASKAWA Ristro, d.o.o.	MANUFACTURING	34,167	94.1	141	62,784	185.3
61 HC HIDROMONTAŽA d.o.o.	CONSTRUCTION	25,987	100.0	19	204,570	185.2
62 ADRIA TEHNIKA, d.o.o.	MANUFACTURING	23,506	69.4	227	51,852	185.1
63 FARMTECH d.o.o.	MANUFACTURING	36,698	87.7	265	35,196	184.3
64 GOSTOL-GOPAN d.o.o. Nova Gorica	MANUFACTURING	20,974	97.9	172	48,351	184.1
65 EMO - Orodjarna d.o.o.	MANUFACTURING	16,182	97.6	209	49,459	183.7
66 CNC P&K-PUŠNIK d.o.o.	MANUFACTURING	19,922	94.6	258	40,821	182.7
67 GROUP PETROL	RETAIL TRADE	4,496,736	45.4	3,297	72,106	181.8
68 PETEK TRANSPORT, d.o.o., Ribnica	TRANSP. AND STORAGE	16,736	68.7	128	37,707	180.7



YOUR EXPERT FOR MAGNETIC MATERIALS WITH
MORE THAN 65 YEARS OF EXPERIENCE

Magneti Ljubljana, d.d. is one of the leading European producers of permanent metallic system and polymer bonded magnets.

We support our customers with innovative solutions already in the design phase of the project.

We supply leading companies in the automotive, railway, electric motor and relay industry such as Alstom Transport, Bosch, Continental.

The company is certified according to ISO 9001:2015, ISO 14001:2015, IATF 16949 and OHSAS 18001:2007.

In the field of sustainable development we cooperate with European research institutions and our partners in the industry to develop recycling technologies and sustainable production processes, while at the same time increasing the competitiveness of the value chain.



Our magnets are used in the following fields:

- Automotive
- Electric motor
- Railway
- Low and high voltage products
- Measuring instruments



BUREAU
VERITAS
ISO 9001
ISO 14001
IATF 16949
OHSAS 18001



Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
69 ILMEST d.o.o. Nova Gorica	MANUFACTURING	16,352	97.8	150	26,854	180.1
70 PIŠEK - VITLI KRPAJ, d.o.o.	MANUFACTURING	27,797	81.5	199	38,386	179.1
71 Geberit prodaja, d.o.o.	RETAIL TRADE	26,097	67.3	43	70,109	178.2
72 PORSCHE INTER AUTO d.o.o.	RETAIL TRADE	241,009	17.7	333	52,647	177.4
73 REVOZ d.d.	MANUFACTURING	1,588,689	99.2	2,321	75,755	175.9
74 BRUS d.o.o.	TRANSP. AND STORAGE	13,251	76.4	118	50,551	174.4
75 odelo Slovenija d.o.o.	MANUFACTURING	179,511	99.8	1,032	45,646	174.0
76 PLAMA-PUR d.o.o.	MANUFACTURING	48,552	85.3	213	55,576	170.9
77 RIKO HIŠE d.o.o.	MANUFACTURING	12,823	84.4	66	37,807	170.8
78 GROUP KOLEKTOR HOLDING	MANUFACTURING	717,298	62.6	5,495	41,456	170.7
79 ŠKRLJ d.o.o.	MANUFACTURING	17,606	93.0	89	75,903	170.7
80 Gabrijel Aluminium d.o.o.	MANUFACTURING	11,825	72.0	118	62,068	165.9
81 ContiTech Slovenija, d.o.o.	MANUFACTURING	152,020	97.3	596	57,440	165.8
82 DIFA d.o.o.	MANUFACTURING	24,663	99.4	160	73,030	163.3
83 ADRIA MOBIL, d.o.o. Novo mesto	MANUFACTURING	349,961	98.5	920	73,701	162.8
84 GKN Driveline Slovenija, d.o.o.	MANUFACTURING	82,795	90.8	402	50,854	162.7
85 GROUP FRUTAROM ETOL	MANUFACTURING	79,568	88.2	317	no data	161.9
86 GROUP LUKA KOPER	TRANSP. AND STORAGE	211,438	68.8	1,073	116,045	161.5
87 FILC d.o.o.	MANUFACTURING	80,462	94.1	313	107,064	161.4
88 KOVIS d.o.o.	MANUFACTURING	36,671	95.8	148	60,814	160.5

Mlinostroj d.d.

Thanks to its long-time experience with different mechanical and technological lines, the Mlinostroj Company offers turnkey solutions for cereal silos, production of building materials, the food industry, chemical industry, the construction and wood industry.

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E: info@mlinostroj.si
www.mlinostroj.si

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With you
almost **70** years.



Company/Group name	Sector	Sales (000 EUR)	% of foreign sales	Number of employees	Value-added per employee (EUR)	Index of growth in exports (2017/2012)
89 SIBO G, d.o.o.	MANUFACTURING	34,335	90.5	212	63,886	159.4
90 Poclain Hydraulics d.o.o.	MANUFACTURING	34,980	90.6	284	36,997	158.9
91 Fraport Slovenija, d.o.o.	TRANSP. AND STORAGE	41,673	34.8	410	74,965	158.5
92 IMP PUMPS. d.o.o.	MANUFACTURING	15,857	92.9	102	64,631	155.9
93 TRO. d.o.o.	MANUFACTURING	11,318	90.5	150	30,772	154.9
94 TANIN SEVNICA d.d.	MANUFACTURING	19,173	94.6	112	75,465	154.8
95 LIP Bohinj, d.o.o.	MANUFACTURING	20,679	85.9	226	29,366	154.3
96 FRIKUS d.o.o.	TRANSP. AND STORAGE	21,307	96.8	138	37,712	153.8
97 IMPOL d.o.o.	MANUFACTURING	736,822	84.0	41	1,040,150	152.8
98 PIVKA d.d.	MANUFACTURING	40,035	19.7	383	24,727	152.5
99 KOZMETIKA AFRODITA d.o.o. Rogaška Slatina	MANUFACTURING	15,132	54.0	131	43,809	151.7
100 ADLES d.o.o.	MANUFACTURING	25,132	95.8	11	451,464	151.0

Rollers for cold-rolling
 Cast iron rollers
 Coated rollers
 Components manufactured
 in line with client
 specifications and our
 specifications
 Special hydro-cylinders
 Metallurgical equipment
 Compound equipment
 Engineering / Planning
 Forgings / Castings
 Mechanical processing
 Thermal handling
 Quality control
 Rollers for cold-rolling
 Cast iron rollers
 Coated rollers
 Components manufactured
 in line with client
 specifications and our
 specifications
 Special hydro-cylinders
 Metallurgical equipment
 Compound equipment
 Engineering / Planning
 Forgings / Castings
 Mechanical processing
 Thermal handling
 Quality control
 Rollers for cold-rolling
 Cast iron rollers
 Coated rollers
 Components manufactured
 in line with client
 specifications and our
 specifications



Equipment for Rolling Mills

Metallurgical Equipment

Forged Rollers
Special Rollers
Hydro-cylinders
Cast Iron Rollers

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 E: kolding@kolding.si
www.kolding.si



Hydraulic Shears
600T





MONTER
Dravograd d.o.o.



The company MONTER DRAVOGRAD d.o.o. was established in the year 1947 and works more than 70 years in the field of manufacturing of steel products. Today the company is active in a field of building and constructing special purpose machinery and devices according to customer documentation and plans. Production program includes manufacturing of welded components, mechanical processing and final assembling (mechanical, electrical assembling, hydraulic assembling and pneumatics) and as well the final paintwork of products.

Working field:

- Machine building
- Mining
- Shipbuilding
- Building industry
- Automotive industry
- Wood processing industry
- Electro industry
- Forklift renovation

Company in numbers:

- 240 employees
- Producing products up to a total weight of 64 tons
- 12.000 m² modern equipped halls
- Annual turnover in sales come to about € 24 million

In year 2018 we also setup new welding robot FD-V20S-7th axis

- Tandem welding
- 7 axis
- payload 20 kg



TYPE:	TOS 1	TOS 2	TOS 3	TOS 4	TOS 5	TOS 6	TOS 7	TOS 8	ŠKODA
CNC TOS									
Table	1800 x 2200	1800 x 2200	1800 x 2500	1800 x 2500	1400 x 1600	1800 x 2500	1800 x 2500	1400 x 1600	2000 x 2000
x	3500	3500	4000	4000	2000	5000	5000	2500	8000
y	2000	2000	3000	3000	1600	3000	3000	1600	3000
z	1250	1250	1600	1600	1250	1600	1600	1250	1600
Maximum load	12000 kg	12000 kg	20000 kg	20000 kg	8000 kg	25000 kg	25000 kg	8000 kg	45000 kg
Spindle diameter	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 125	DIA 130 / ISO 50	DIA 130 / ISO 50	DIA 125	DIA 160 / ISO 50

OUR REFERENCES:



Where can you find us?

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Fax: +386 (0)2 8785 002

E-mail: info@monter-dravograd.si

miran.psenicnik@monter-dravograd.si

www.monter-dravograd.si



MONTER sign of quality!

ROTOPRINT

Image Of Your Products



The most important product of our company is thin-wall packaging for the food industry. Rotoprint packaging distinguishes itself through modern design, easy use, waterproofness and air permeability. It is suitable for all packaging methods, meaning both manual and automatic. It is available in all possible colours, as well as custom. Due to a tamperproof seal, a component which all our products have, the customer can be sure that the packaging hasn't been opened beforehand. Although we are regarded as producers of packaging and consequently not bound by the Slovenian food hygiene act, we follow this act because our customers are bound by it.

In 1997 we introduced robots with the import of two state-of-the-art machines.

Packaging is taken from the tool by these gadgets and deposited on the conveyor belt. Thus, the already strict monitoring of hygiene requirements, which also includes HACCP requirements, was tightened even further.

IML Technology

IML technology is currently the most modern and cleanest method for packaging production. Therefore, IML technology is technically the ideal process for the formation of plastic packaging. Here, ready-made polypropylene labels are directly applied into the tool by a robot during the injection moulding process. Thus, a finished product is created in just one step without the need for additional decoration.



 30 years

... and everything rotates ...



DRIVE SYSTEMS



We provide comprehensive solutions in clean and cleaning technology



Iskra PIO d.o.o. is a domestically owned firm with a head office and production premises in Šentjernej in Dolenjska. Our core activity is the design and manufacture of equipment for clean technology and cleaning technology. Other lines include certification of equipment and premises, and the manufacture of aluminium furniture. The firm was established in 1991, with a staff of 18. We now have 120 full-time employees, of which over a half hold a tertiary qualification of some kind. With years of experience, intensive training and innovation, we are constantly developing equipment, most often in projects for known customers. Iskra PIO is the sole manufacturer of this type of equipment in Slovenia, and we are an equal player in foreign markets, where over half of our output goes.

Our product range encompasses:

- Biosafety cabinets (Class I, Class II, Class III)
- Isolators (hermetically sealed processes: protection of operator, environment, product, etc.)
- Laminar flow cabinets (sampling, weighing)
- Process equipment for manipulation and processing of materials (lifts, manipulators, mixers) and auxiliary equipment (mills, sieves, scales)
- Cleanrooms
- Ultrasonic cleaners
- Aluminium equipment

Our clients are pharmaceutical firms, medical institutions, pharmacies and research institutes, both inside and outside Slovenia. Our commitment to recruiting people of great expertise has seen our range and scale of production expand and our product quality rise year-in, year-out. Iskra PIO's project department employs more than 45 engineers, who design and build equipment and ensure that it has proper documentation coverage. There is also a registered development group with 15 researchers, who track and respond to the needs of the market, and create and design new products for new technologies in many fields. We will remain development-focused in the future, and will stay abreast of progress on foreign markets in particular, with great optimism and a zeal for hard work.

At Iskra PIO we are aware that operational quality, environmental responsibility and concern for our staff's health and safety are key ele-

ments in building a successful business. The firm was awarded ISO 9001 quality certification in 2001. We are continually upgrading and improving the management system on the basis of adapting to the requirements of customers, staff, the local community, and other stakeholders, and to legislation and other legal requirements. Our objective is to manufacture safe, functional and reliable products for customers who want the most advanced equipment. In all parts of the process, from the procurement of materials to the sale of the product, we endeavour to eliminate sources of error, to immediately rectify any errors that occur, and to constantly improve our processes. We offer customers comprehensive solutions in clean technology and cleaning technology.

Manufacturing is undertaken in our own premises, and makes use of advanced machinery, which allows for great flexibility and adaptability to need. Close cooperation between the project department and the technology department brings continual improvements in the methods and procedures in the manufacturing process. All Iskra PIO products are manufactured according to ISO 9001 quality standards, which guarantees additional traceability, quality control and final product quality for our customers.

Despite its continual growth and the introduction of global business management systems, Iskra PIO has remained agile to the needs of customers, and flexible in its manufacturing processes. This gives us an advantage over the competition, and makes us able to respond quickly to the wishes of customers for our equipment, in the sense of:

- Collaborating on the basic design
- Making changes in the process implementation phase
- Documenting and verifying equipment
- Optimising delivery and launch deadlines
- Providing post-sales support

We work with more than a hundred firms across Europe, and further afield. Our largest clients are pharmaceutical firms. They use our equipment in the manipulation of materials, the protection of technological processes, and the protection of people and the environment at a highly exacting level. Over the years, and after many satisfied customers, Iskra PIO has become a supplier to world-renowned pharmaceutical firms.

Iskra PIO d.o.o.

Trubarjeva cesta 5

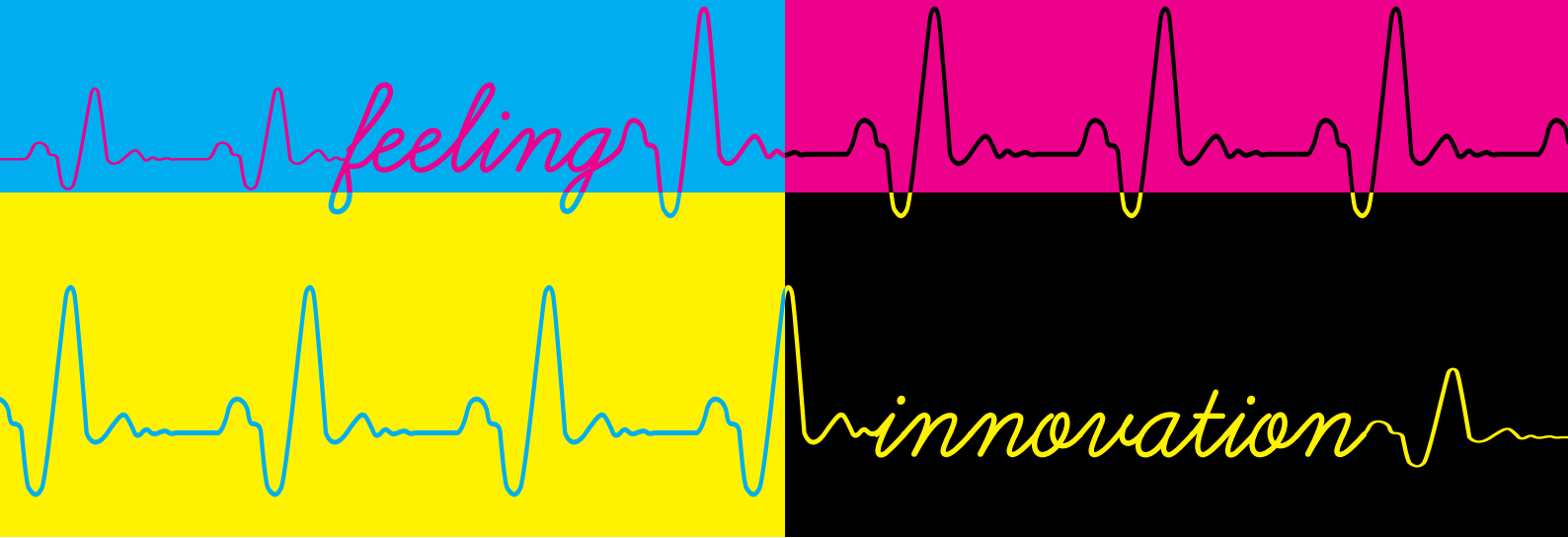
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Tel: + 386 7 3931400

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Slovenian National Innovation Awards 2018



Slovenia Is a Land of Innovators

As part of Innovation Day on 26 September, the Chamber of Commerce and Industry of Slovenia (CCIS) presented its 16th annual awards at Brdo pri Kranju in recognition of the country's most innovative companies.

Andraž Sodja, photo: award recipients' archives

Forty-two innovations, selected from 197 innovations arranged by region, received national awards. Ten Gold Awards for innovation were presented, along with one special prize and 28 Silver Awards. Three special prizes were also given for potential circular economy innovations.

The awards ceremony was broadcast online and presentations of the innovators were given in English; this was part of the CCIS' attempt to enable the best innovators to introduce themselves directly to potential partners on the global market.

Prime Minister: "We Have to Be Creators"

At the ceremony, Prime Minister Marjan Šarec stressed that it was not worth listening to those who were "against progress" and who failed to acknowledge that improvements could always be made: "We have to be innovative. I want us all to be not just followers but above all creators. If we then manage to sell these innovations, then success is complete."

CCIS President Boštjan Gorjup was also clear on this point: "Slovenia is a land of innovators and talents from the widest variety of fields, and innovators are custodians of our future common prosperity. We should cherish them so that they look after us."

Four Special Prizes Also Awarded

The CCIS also handed out four special prizes this year. The special award for young enterprises went to the Smart Optometry company for its AmblyoPlay game-based vision-training product for children.

Special prizes for potential circular economy innovations were picked up by the Institute of Chemistry for its new green method of manufacturing nano-cellulose and new smart method for the recycling of precious metals, and by Talum aluminium plant for its "Eco green Alu Can".

GOLDEN AWARDS



Danfoss Trata d. o. o.

Automatic Balancing Valve ASV

Statistics show that up to 80% of all buildings in Europe do not have a properly balanced heating system, which consequently leads to higher energy consumption. On average, as many as 68% of all the energy used in buildings is absorbed by the heating system. By using the automatic balancing solution for hydraulic systems, up to 20% of heating energy can be conserved. Also, the automatically balancing system eliminates problems associated with excessive or insufficient heat or noise problems in certain parts of a building. Compared to the competition, the main advantages of the ASV product are better functions, simpler installation and servicing, simpler and quicker setting modulation, and simpler and faster system filling and cleaning.

Innovators: Matej Volk, Matjaž Osojnik, Matjaž Gustinčič, Primož Papež

Domel Holding d. d.

Development and Industrialization of Modular EC Suction Units

State-of-the-art simulation tools have helped Domel develop a new family of brushless, electronically switched (EC) suction units and associated electronics, which feature 45% higher efficiency, low noise, and long service life. Its extremely low weight and compact design put Domel in the position to respond to the market trend of battery-powered products quickly and effectively.

The EC suction unit is designed modularly, enabling the use of one type of engine in various segments of battery cleaners and even in different applications. It was developed for products with 50-400 W power, and, in addition to the suction unit, an electronics unit was developed to meet customer demands.

Innovators: Domen Čemažar, Ladi Nastran, Igor Markič, Danijel Rodič, France Mohorič, Tomaž Stanonik, Primož Bajželj, Marjan Kokalj, Jože Kamenšek, Aleš Dolenc, Franc Potočnik, Matej Tadina, Jani Šuštar, Franjo Gorše, Katarina Prezelj, Matevž Rihtaršič, Janez Kavčič, Matjaž Čemažar, Janez Rihtaršič



Efos informacijske rešitve d. o. o.

Trapview

Modern crop protection must be both efficient and environmentally sustainable. This difficult goal is achieved only through the proper timing of application.

Introducing (mainly) artificial intelligence-based innovations has made the Trapview platform the most advanced pest monitoring and forecasting platform in the world.

It allows customers a completely automated approach to cost-effective and area-wide planning and verification of crop protection-related field activities, resulting in higher profits for farmers and a smaller impact on the environment

Innovators: Matej Štefančič, Katarina Mele, PhD, Mateja Štefančič, PhD, Dorjan Šuc, PhD, Dejan Jerič, Mitja Strojanssek

Gorenje d. d.

New Generation of Premium ASKO Washing Machines and Tumble Dryers

The new generation of ASKO Pro Home Laundry premium washing and drying machines developed in Gorenje was designed in intensive cooperation with users to deliver a range of new innovative solutions that help turn one of the most unpopular household tasks into a quick, efficient, safe, and reliable experience. The new generation of ASKO premium washing and drying machines has been proven by rigorous tests to be capable of 15-20 years of normal household use, with sensor-supported technology handling minimal time, water, and energy needs, and giving you more time for things that matter. The ASKO line is Gorenje's first business model for the circular economy.

Innovators: Tea Dovšak, Mojca Šilc, Jon Carlehed, Mitja Krajner, Izidor Rupnik, Mitja Vranc, Jože Skornšek, Uroš Gril, Matej Volk, Miha Plevel, Amadej Kvas, Janko Hrašar, Mitja Štimulak, Aleš Gašper, Alen Zavolovšek, Gregor Tepež, Klemen Horvat, Matjaž Kuhar, Alojz Jelen, Tomo Vodovnik, Marko Pečnik, Đorđe Kojičić





Iskraemeco, d. d.

Fair Meter

The Fair Meter project incorporates sustainable and circular economic practices in the production of fair smart meters. It is a vital element of Iskraemeco's three-tier sustainability strategy, focusing on implementing sustainability throughout the company, the supply chain, and in partnerships. The project places attention on materials, their origin, labour standards, on developing higher standards in the industry. An important aspect is educating customers and spreading awareness among them, suppliers, and stakeholders. The Fair Meter adds circularity and sustainability to the map of essential business values.

Innovators: Mojca Markizeti, Nives Gregorc, Janez Bitenc, Primož Košir, Jan Cvek, Luka Šparovec, Damir Zajec, Janez Okorn, Aleksander Jerman, Boštjan Kerbev, Nikolina Vidovič, Katja Lipič, Nika Černivc, Simon Balanč, Nataša Hartman, Nina Merše

KRKA, d. d., Novo mesto

Development of an Imatinib Fast Disintegrating Tablet for Treating Cancer

This innovation relates to a fast disintegrating dispersible tablet containing imatinib for the treatment of some types of cancerous diseases. The dispersible tablet is dissolved in a glass of water or juice before intake, which makes it easier for oncological patients to swallow. This innovative medicine is the result of intensive research by Krka's scientists, along with the use of cutting-edge development and production equipment and the most advanced analytical methods. The product has been successfully launched on key markets and contributes significantly to the company's competitiveness and good business results.

Innovators: Klemen Korasa, Vesna Krošelj, PhD, Tamara German Ilić, Špela Miklič, PhD, Marija Rangus, Polona Bukovec, PhD, Lucija Hvalec, Iztok Klobčar



KRKA, d. d., Novo mesto

Development of Film-Coated Tablets with a Crystalline Form of Etoricoxib and a Process for Preparing Its Polymorphic Form I

The innovation relates to the development of etoricoxib immediate release film-coated tablets in several strengths for the treatment of musculoskeletal diseases. The product includes patented inventions relating to both the active substance and dosage form employed to incorporate our own active substance. These inventions have been developed through the successful collaboration of many scientists in several fields. The use of excipients with specific properties, along with an innovative and cost-effective technological process, ensures that Krka can manufacture this product by a production process that is repeatable at an industrial scale and independent of other patents, and market it successfully on key markets.

Innovators: Miha Urbinc, PhD, Silvo Zupančič, PhD, Tadeja Birska Čelič, PhD, Janko Štajner, Blaž Brulc, PhD, Nina Brvar, PhD

Radeče Papir Nova d. o. o.

Increased Durability Banknote Paper Produced with Surface Sizing Mixture and Surface Sizing Process for Security Paper with Enhanced Mechanical and Anti-Soiling Properties

The majority of global banknotes are made from traditional cotton paper. The properties of cotton fibers and their processing in the manufacturing process lead to better mechanical, surface, and printing characteristics of the paper. Attempts to switch to plastic money are already underway; however, cotton paper is firmly in the prime position in the production of banknotes. New solutions to extend the life of paper banknotes are constantly being sought.

The life of banknotes is influenced by conditions in circulation, dirt, heat, moisture, mechanical stress, etc. The company Radeče Papir Nova has developed a process for producing banknote paper and handling paper that increases resistance to grease and water, and also improves the paper's mechanical properties.

Innovators: Barbara Sušin, Sabina Medvešek, Dušan Kolman, Brane Bajc, Maks Pregrad, Marko Novak





Swatycomet d. o. o., PE Zreče

Special Ultracut Thin-Cutting Disc Produced with Innovative Solid Core Technology

The company's breakthrough was achieved through the development of new thin-pressing technology in premium quality. This innovation allows for up to 30% faster cutting and a thinner product, faster turnaround times, higher productivity, lower labour costs, lower consumption and workpiece waste, less dust in cutting, easier work, and more precise cuts. The 15% higher density allows for up to 30% more cuts, resulting in less tool change, more processed pieces, and even greater value-added for the customer.

Innovators: Valentina Prapotnik, Rok Mezgec, Vili Potočnik, Milena Krajnik, Peter Matavž, Primož Mumelj, Marija Kotnik, Valerija Napotnik, David Gorenjak, Iva Mlinšek Lešnik

TPV d. o. o.

First Integrated Mechanical Door Check with Unlimited Door Positioning

Car doors have always been fitted with a retainer, which allows the vehicle door to rest on two intermediate positions between the closed and the open position. TPV found that these two positions were not sufficient and that there is the need for a door hinge that facilitates the continuous closing of doors in any position between the two extremes. This innovation solves the issues mentioned. The innovative door check is lightweight, compact, durable, easy to manufacture and use, and doesn't need maintenance during its lifetime, so it is perfect for serial manufacturing processes.

With the innovative solution TPV provides car manufacturers and of course car users with major benefits.

Innovators: Mirko Zupanc, Vili Malnarič, Jurij Švegelj, Miran Podpečan, Marko Malnarič, Mitja Drenovec, Aleš Jakša, Tadej Verce, Dušan Šimec, Matevž Masilo, Boštjan Judež



SPECIAL INNOVATION AWARD FOR YOUNG COMPANY



Smart Optometry Programske rešitve za optometrijo d. o. o.

AMBLYOPLAY – Vision Therapy Through Games for Children

AmblyoPlay is a vision therapy designed for children with some sort of seeing problems (convergence insufficiency, lazy eye, strabismus, etc.). These problems affect up to 15% of the population, but they can fortunately also be eliminated through practice. Training should start as early as possible, as the results are best for children up to 8 years of age. Training should be interesting for children, so AmblyoPlay is designed as a game on a tablet or computer that adapts to a child's needs and progress, which can then be tracked by parents and specialists. The goal is to motivate the child to play, since the regular exercise of vision training is a prerequisite for success.

Innovators: Blaž Grah, Urban Kodela, Žan Menart, Matic Ozebek, Matic Vogrič

SPECIAL AWARD FOR THE POTENTIAL INNOVATION OF THE CIRCULAR ECONOMY



Kemijski Inštitut

New, Green Way to Produce Nanocellulose



Kemijski Inštitut

Smart Way of Precious Metals Recycling



Talum Tovarna aluminija d. d., Kidričevo
Eco Green Alu Can

SILVER AWARDS



ARCTUR računalniški inženiring d. o. o.,
Alsense, raziskave in razvoj, d. o. o.
**AlSense Gamma IV, Handheld Real-Time
instrument Showing the Direction of a
Gamma-Ray Source**



BSH Hišni aparati d. o. o. Nazarje
Fully Automatic Coffee Machine EQ.3



CETIS d. d.
CCH - Cetus Chip Hinge



ebm-papst Slovenija d. o. o.
**Development of Vibro-Insulation for
Dishwasher Fan Motors**



ETI d. o. o. Izlake
**Residual Current Circuit Breaker with
Integral Overcurrent Protection KZS-4m 2p
B type**



ETI d. o. o. Izlake
**Development of Technology for the
Production of Low Voltage NV Fuses**



Gorenje d. d.
**New Generation of Free Standing Cookers
- FS16**



HELIOS d. o. o.
**New Generation Resins for Two-Component
Polyurethane Paints for Metal and Wood
Protection.**



HYB, d. o. o.
**Piezoresistive Manifold Differential Low
Pressure Sensor HPSD8000**



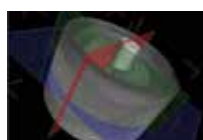
Impol 2000, d. d., Alcad d. o. o., C3M d. o. o.
**OptiAL-Recycling Friendly Wrought
Aluminium Alloys from Impol**



INCOM Proizvodno trgovsko podjetje d. o. o.
Ajdovščina
Leone ALIVE Better Choice Ice Cream



Iskratel, d. o. o., Kranj
Iskratel Innbox V70-U in Innbox G69



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Applications**



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Kopur d. o. o.
Acoustic decorative plates and 3D products



Kovinoplastika Lož d. d.
Comfort Door Lock



Kovis d. o. o.
Futura Disc



Ledinek Engineering, d. o. o.
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without Wasted Wooden Lamellas**



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Mixture**



MIK Celje d. o. o.
MIKrovent Local Ventilation System



Roto Group d. o. o.
Pontoon for Water – Sea, Lakes, Rivers



Razvojni center Jesenice, d. o. o., SIJ Acroni d. o. o.
Tough Enough for All Obstacles with SITHERM 2343



SIJ Metal Ravne d. o. o.
Optimization of the Production of Cold-Work Ledeburitic Steels



SIJ Ravne Systems d. o. o.
Unique Automatic Device for Bar Processing



Swatycomet d. o. o.
The Metalynx Ceramic Line of Ceramic Cutting Discs and Grinding Wheels with Superior Cutting and Grinding Performance Due to Innovative, Self-Sharpening Ceramic Grain



Tevel d. o. o.
GALAXY Control Systems



Willy Stadler d. o. o.
Delabeler



3 PORT d. o. o.
SMIP IoT Platform

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MEETING CUSTOMER EXPECTATIONS FOR OVER FORTY YEARS

Manufacturing standard shipping containers and other metal constructions between 1999 and 2007, Container d.o.o. today fabricates special transport and storage containers for the nuclear power industry and energy sector, as well as the military. In accordance with the various needs and requirements of its customers, Container manufactures a wide variety of products including bulk containers, half-height containers, open top containers, insulated containers and containers for transporting radioactive waste.

The four decades of tradition in this business is based on the original manufacture of standard shipping containers; over the past 20 years, however, the company's production engineering has embraced increasingly complex forms. In-house development and testing facilities, teamwork and well-organised processes, create the basis of the company's flexibility as well as the provision of integrated solutions. Through a study of the requirement, Container will devise and build a solution.

Based on longstanding experience, a high level of knowledge and know-how, together with modern facilities and equipment, Container d.o.o. provides solutions to operators in the transport and logistics sectors, as well as in the fields of energy and ecology. It also manufactures bespoke solutions on behalf of clients, including container protection systems, special ADR containers, multimodal housing for equipment, special rail freight applications as well as other metal constructions including vehicle chassis.



LOGISTICS CONTAINER



NUCLEAR CONTAINER

CUSTOM-BUILT DURABILITY

Container d.o.o. forever aims to meet every specific need through its manufacture of high quality products, encompassing standard and special containers as well as bespoke containers of every conceivable type. The company also manufactures related metal constructions and equipment, as well as provides storage and logistics solutions for its products. All of Container's projects are prepared by experienced designers using 3D CAD software, which, in turn, facilitates computer aided manufacture (CAM). Optimal design, vigorously controlled manufacture and tested construction, ensure that manufactures are durable and long lasting. The number and complexity of Container's development projects rise year on year as well as the number of satisfied customers.

CREATIVE DEVELOPMENT AT THE COMPANY'S CORE

Container's in-house design and development department engages in the technological preparation of projects and, in co-operation with Slovenian and foreign institutes, faculties and other centres of engineering and logistics know-how and technology, is able to undertake any new development task. In product modelling, Container offers assistance through the preparation of 3D CAD models of containers and pertaining structures, the performance of static and dynamic analyses as well as the testing of container construction.

In order to meet customer requirements, the company implements a development process that leads from concept to finished product, its main characteristics are:

- Short lead times
- Rapid preparation of the 3D CAD model
- Static and dynamic analyses
- Automatic generation of plans (working sketches, NC programs)
- Prototyping
- Testing of prototypes and optimisation for serial production
- Creation of welding machines for serial production
- Individual and small-scale production
- The potential for problems in relation to the manufacture of special containers

is reduced through the provision of consultancy and advice, as well as in-house development and production in direct accordance with the modelled product and finalised order.

- Technical certification is prepared for special containers, including a detailed construction design and operational documentation, all of which

is verified and vindicated through the provision of 3D model and collision tests.



E-ROOMS



Certificate EXCELLENT SME

The Chamber of Commerce and Industry of Slovenia issues certificates for SMEs to outline to potential business partners and all customers if a company is safe to do business with. It supports companies by showing to other stakeholders (creditors, partners or customers) that they can be trusted.

Additional information and cooperation proposal:
Mrs. Mojca Osojnik, Project Manager
Chamber of Commerce and Industry of Slovenia
E: mojca.osojnik@gzs.si, T: +386 1 58 98 101

Summary

The main purposes of the certificate, coinciding with EU directives, are to support successful small and medium enterprises, to secure business relations, to exchange best practices and increase market transparency. Additionally, it helps customers and business partners to decrease their financial risks when buying products/services or signing business agreements. The certificate enables local and international business partners to verify company's existence with a legitimate web address, and most importantly credit worthiness. By using the certificate, potential and existing partners and customers can differentiate between successful and less successful companies in the cyber world and in a real business date-to-date operations. The mandatory elements to obtain the annual certification is a credit report and daily monitoring from COFACE Slovenia. In parallel, the SafeSigned™ website technology prevents the «Excellent SME Slovenia» quality seal to be copied and used on any other website.

Main results

Until now, 2140 companies were certified as Excellent SMEs, including 795 in Slovenia, 733 in Serbia, 219 in Montenegro, 179 in Romania, 94 in Hungary, 86 in Macedonia, 20 in Croatia, 12 in Bulgaria and 2 in Slovakia. The actual numbers change daily and can be checked on the following address <http://www.excellentsme.com/certified-companies.php>

www.excellentsme.com

Design Is a Competitive Advantage

Good, innovative design is more than just 'looking good'. It is appearance, functionality, method of execution and value for money all in one.

Katarina Klepec Kovač

"Personally, I'm most fascinated by the overall innovative concept of a product that has the potential to become a global success and the power to change the world."

Aleš Ugovšek, CCIS

"European markets are particularly demanding when it comes to design. Practically all of them are becoming increasingly receptive to optimal, functional design."

Mitja Golja, Iskratel

"Design is not only the form and look of a product, but its overall concept as expressed in every procedure, from manufacture to use. A product must be visually attractive, functional, simple to produce, of high quality, affordable and, of course, innovative," says Aleš Ugovšek, PhD, Head of technological development and innovation at the Chamber of Commerce and Industry of Slovenia (CCIS).

Design As Part of Company Strategy

This year the CCIS held their 16th annual awards ceremony in honour of the most innovative companies and the best innovators based in companies and public research institutions. One of the Silver Awards went to Iskratel for their Innbox V70-U and Innbox G69 broadband home gateway systems. Mitja Golja, who is one of the creators of the award-winning innovations along with Uroš Habič, explained that design was their competitive advantage: "We follow the 'design to cost' principle all the way at Iskratel. In the previous generation of CPE products, we took the decision to produce, through careful design, not only a beautiful but also a cheaper and more functional product." The latest generation of Innbox V70-U and Innbox G69 products therefore integrates an optical closure unit into the product's housing, thereby lowering the costs

of the entire solution without any visible impact on the look of the product, as the optical closure unit has been integrated into the stand or at the back of the product.

Elan, which received an award for their folding touring skis last year, have woven good design into their company strategy. "We see design as an activity that, through the management of design planning projects, manages the creative process and business strategy and also supports a culture of creativity. As it is integrated into all the company's business functions, it is also the business side of the design process," explains Melanja Šober, Head of product management at Elan: "When we talk about the development of new products, the primary function of design management is to get the project team to understand the user and, working from their requirements, to set the direction of travel in terms of development." This was the case with the Ibex Tactix skis: by analysing the user, they were able to identify a need for a product that would not take up much space but that would, at the same time, offer no compromise when it came to the characteristics required of skis that could be used in the most extreme conditions. On the other hand, design in the general sense of the word, i.e. colour and graphic elements, is printed on the upper side of the ski. Elan designed this aspect of the Ibex Tactix skis so that the user was not distracted in the course of long hours on the snow and to ensure, at the same time, that the skis were clearly visible against a white background.

There Are Exceptions

Nevertheless, for certain groups of products, the functionalities they offer and the ability to operate properly are more important than design. This is the case with Smart Optometry. On Innovation Day this year, the company received one of the special awards given to young companies for their AmblyoPlay app, which is designed to rectify children's vision problems. Their products fall into the medical category, where operation and actual therapeutic effect are placed to the fore and design and user experience are pushed somewhat to the side.



Photo: QuickShoelace



Photo: Iskrael

The company followed this path when producing AmblyoPlay: “We are aware that we are selling a vision-training accessory and that our customers, who are mainly parents of children with issues related to this, expect an improvement in their child’s visual functions,” explains Matic Ozebek. The company nevertheless have put a lot into the design, which plays an important role in motivating children, as well as the overall user experience. “Through nice design, an intuitive menu and a rewards system, we have tried to ‘conceal’ the therapeutic purpose of the app and to bring AmblyoPlay as close as possible to the other games they already know,” explains Ozebek, who adds that it is because of the design that children don’t get tired of the app, even if they use it for a few months. Therefore, for this company, design follows functionality and the concept of the product itself cannot be adjusted to design requirements.

We Buy with Our Eyes and Our Feelings

The entrepreneurs we speak to agree that, for the consumer, design often outweighs functionality and the other properties of a product. “The purpose and design of a product are often found to be at cross-purposes with each other, with the scales increasingly balanced in favour of design,” says Ugovšek. He believes that more consumers are prepared to buy a

sophisticatedly designed but less functional product for a higher price than the other way around. When making their choice, consumers are frequently led by their feelings, which overrule any rational decision they might make about a product they like. In Elan’s experience, this is particularly true of women: “With women’s skis, a trend-setting design is more important than it is with men’s skis, with men mostly choosing either an aggressive ‘sporting’ approach or a measured, timeless design. Undoubtedly, design is the thing that first catches a customer’s visual attention. If it’s no good, then even the technical and innovative properties of the skis will not persuade them to buy them,” explains Melanja Šober.

David Knez, creator of elastic shoelaces (QuickShoeLace) that do not need to be tied together, making putting shoes on a quicker and easier process, points out that packaging is also important. “Would shoelaces have the same value for a customer if they were sold in a plastic bag rather than being packaged and nicely wrapped in the kind of retro black tin that used to hold shoe polish? We associate plastic bags with waste these days, while the metal shoe polish tin reminds us of shoes and of the olden days.” In the words of Knez, who received an innovation award last year, the packaging design gives value-added to the laces.

Design in Mind All the Time

The people we have spoken to agree that the concept and design of a product are inseparably linked. Even at the product development stage, Elan are thinking about how it will look on the shelves. “The design is developed in line with the model of ski, its purpose and, not least, its price,” says Šober. In Knez’s experience, the final look is determined at the very beginning of the development process, in parallel with the idea. “Both are subordinate mainly to the optimal functionality of the product,” explains Golja.

“For customers, a product must have three categories in order for them to buy it: functionality (it solves a problem), simplicity (it is easy and straightforward to understand) and design (it has to look good).”

*David Knez,
QuickShoeLace*

“In every case, we are thinking about how the skis will look on the shelves even as we design them.”

Melanja Šober, Elan



The ROTO Group includes 10 companies with production facilities in four European countries. The company is privately owned and has been present on the domestic and foreign markets for more than 35 years as a manufacturer of plastic products and a reliable business partner. With over 4000 products with a volume of up to 25m³ and annual processing of more than 3 million kg of polymers, we are one of the leading rotomolding companies in Europe. With our own development department and in-house production we are expanding and developing new products every year. The Roto Group’s competitive advantages stem from its uniqueness and flexibility, marketing innovations and excellent customer technical support. Our functional designs give our products increased added value and higher quality. We use intelligent materials and modern production technologies. We also offer sales support, and can build components into our plastic products in order to provide comprehensive solutions to our customers’ needs.

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Strojgradnja SAS is a Slovenian manufacturer of bending machines and other equipment for sheet metalworking that is located near Rogaška Slatina. Over the past 30 years, the company has specialised in developing, manufacturing and selling machines that bend metal sheets up to 2 mm thick. During this time and with more than 500 manufactured bending machines, the company has proved itself as a reliable and high-quality manufacturer of sheet metalwork machines. The sales programmes also include sheet metal cutting systems, unrolling and coiling machines, and storage machines.

Their innovative products guarantee:

- **good quality**, which is achieved through their own developing, experience and production (CNC processing, plasma cutting, robot welding, etc.);
- **functionality and easy machine operation**;
- **realistic and reasonable prices**.

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Strojgradnja SAS
Stanko Arzenšek s.p.
Krtince 11c, 3241 Podplat
Slovenia

Transition Towards Industry 4.0 with Design Thinking

Slovenian companies are transitioning towards Industry 4.0 with the help of the Design Thinking method.

Dana Maurovič Anžur, Chamber of Commerce and Industry of Slovenia – Electronics and Electrical Industry Association, photo: Tadej Kreft

CCIS is one of the most prominent forces supporting the implementation of the Design Thinking method in the wider business environment.

Design Thinking is an innovation method developed and first used by designers. Its use has proved to be very effective and it has quickly spread to other business fields.

The method's key advantage is a comprehensive approach to optimising and developing new (as well as re-inventing old) ideas, business models, products and services for a potential customer or user.

Features of the Design Thinking Method

The Design Thinking method was created according to the end-user's needs. It steers a free-thinking process towards a prototype that can be tested by the potential user. It is very important that team members understand the user's way of life, needs and issues (empathy), and find a way to create a product that meets these criteria.

The first phase of the process explores the complexity of the issue. This is followed by definition of the key issues, development of the idea, the rapid creation of a prototype and rapid testing. Each prototype is a combination of human needs, technical feasibility and the cost-effectiveness of the solution, with focus on the user throughout.

Using the Design Thinking Method in a Business Environment

In Europe, the method is very popular in the automotive, electricity and electronics industries, but it is spreading to the Internet of Things and Industry 4.0 as companies use the method in their efforts to find and develop the right direction of travel and the right activities to resolve business problems and create innovative new products. The method is extremely useful for resolving complex issues and complements lean methods of innovation.

In 2015 the Hasso Plattner Institute, located in Potsdam, conducted the most extensive global study on the use of the Design Thinking method in organisations (1,170 people surveyed). Most organisations (72%) use Design Thinking in the traditional way – in their departments or as a back-up function. The applications are most commonly used by marketing, research and development departments.

Further Advantages for Participants in the Innovation Process

The use of the Design Thinking method is perfect for business environments because the participants in the process feel more indirectly involved in business activities. Design Thinking brings the participants together into a creative group in which all opinions have equal value. The phases of the process directly strengthen the participants' skills. Creativity and imagination, as well as unconventional, out-of-the-box thinking, are encouraged and their sense of empathy is enhanced. Participants in the process are directed towards a visual way of thinking and observing, and towards asking the right questions and recognising the patterns.

Design Thinking in the Slovenian Business Environment

The Chamber of Commerce and Industry of Slovenia (CCIS) is one of the most prominent forces supporting the implementation of the Design Thinking method in the wider business environment. Several CCIS



projects co-financed by the EU that connect the business, education and decision-making spheres, among other things, help with implementation of the method. The emphasis is on introducing Design Thinking into small and medium-sized enterprises from the relevant field of innovation, into the processes of sustainable and circular economy, and into exchanges of good practice among local and the foreign partners in Europe.

Through CCIS projects, Design Thinking is used more and more in several CCIS members' sectors and departments.

The Electronics and Electrical Industry Association at the CCIS is very active when it comes to introducing the method. With its regular and project-based activities, namely the Strategic Research and Innovation Partnership of the Factories of the Future (SRIP ToP), the Section of Users of Continuous Improvements (SuSSI) and the Digital Academy, the participants of workshops and other events share their experiences, develop concepts for new products and solutions, and deal with practical issues that arise in the introduction of Industry 4.0 and the digital transformation of companies using the Design Thinking method. At the end of May 2018, an international conference on the Design Thinking method was organised by the Electronics and Electrical Industry Association, in cooperation with its project partners, as part of the Interreg DesAlps project. More than 140 people attended the conference from Slovenia, Italy, Austria, Germany and France, and listened to talks given by local and foreign lecturers. Workshops on the method's future, its use for the development of sustainable products and services, and its use when transitioning to Industry 4.0 and undertaking digital transformation were organised in the afternoon sessions.

Design Thinking in the process of digital transformation and Industry 4.0 was one of the main topics of the Days of Good Practice conference organised by the CCIS at the beginning of October 2018. Those taking part in the Design Thinking workshops took on the challenge of how to change a company's position on the transition to Industry 4.0, and then used the method to tackle the introduction of the changed technological processes in companies using the example of Industry 4.0.

The method was also tested by the winners of Slovenia's Gold Awards for innovation 2016 and 2017 at the "Gold Award Winners Reunion", hosted by the CCIS, where they engaged in a quick and light-hearted exploration of potential upgrades to the award-winning products.

Useful in Several Fields

As part of the Innovation Day conference at Brdo pri Kranju, the CCIS organised Design Thinking workshops at which the participants discussed the international marketing of innovation. The 'I Feel Slovenia' brand was used as an example, and participants from companies and research institutions discussed, in cooperation with the University of



Ljubljana, the issue of how to achieve the most intensive and effective cooperation between researchers.

Design Thinking was the main topic of the "Sustainability Is In" event at the CCIS. Using the method, participants sought answers to the questions of how to introduce new environmental trends and demands into their companies' everyday practices and how to face, in good time, the ongoing and new challenges arising from new legislation, especially regarding the development of sustainable products and their components.

The CCIS also uses other activities to encourage enterprises using the Design Thinking concept. The Wood Industry Cluster at the KOCLES Competence Centre has developed new and improved products at Design Thinking workshops in cooperation with companies from the wood industry and students from the Faculty of Design. SRIP Smart Cities and Communities uses Design Thinking mainly to develop business opportunities with domain knowledge and technological know-how, and the plan is to develop smart solutions through the process and to produce a prototype.

Design Thinking is being introduced into Slovenian companies as part of Design Management, which is the focus of the Competence Centre for Design Management. In 2016 it came first at the DMI Design Value Awards organised by the Design Management Institute, and was recognised as the best HRM project.

The method is extremely useful for resolving complex issues and complements lean methods of innovation.

A Pilot Project for the Implementation of Design Thinking

The CCIS is planning a pilot project for the implementation of Design Thinking in small and medium-sized Slovenian enterprises. Interested companies can receive additional information about opportunities for collaboration at ziga.lampe@gzs.si, dana.maurovic.anzur@gzs.si.



Elkosun focuses on the production of high-quality components for lighting applications. Our products are in compliance with European safety and quality standards.

In 2014 we acquired the OG magnetic ballast, ZRM ignitor and power switch production lines from Tridonic. In 2017 we began with the production and sales of our own high-end LED street luminaries and high quality LED components for lighting applications.

Elkosun provides a full range of top quality:

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- LED special luminaries,
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- special application ballasts for water treatment and industrial applications,
- ZRM ignitors,
- ZRM power switches for energy saving,

- ballasts for power reduction for HS lamps - class A2 energy efficiency,
- greenhouse lighting control gears - class A2 energy efficiency,
- ballasts for fluorescent lamps – spare parts and special applications,
- ballasts for UV lamps and
- class II ballasts.

Why Elkosun? Because:

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- we offer reasonable prices and have no MOQ requirements,
- we offer our customers OEM production and
- we are an ISO 9001:2015 certified company.



Elkosun d.o.o.

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Flexible production and top quality are crucial for us and for you, as only the best is good enough for our customers. Our ERP enables computer monitoring of the entire process from the input materials, through the production process and storage up to the delivery to the customer, which enables the accuracy and traceability of the series at any time.

The company is oriented towards development and continual improvements in all areas; this way we provide the company with a competitive advantage. Therefore, at Norka GT d.o.o. we produce our products with state of the art press and injection machines. The production itself is based on high-tech rubber injection machines of world-renowned manufacturers such as Desma, Maplan, LWB, etc.

Another important factor in our production success is the knowledge and experience of our employees who continuously prove that they are experts in their field.

What can we offer?



Support



Development and
production of tools



Form custom made
up to proven serial
production



Quality assurance



Improved logistics



Flexibility and
reliability

Companies Have to Instil in Their Employees a Culture in Which Industry 4.0 Can Grow and Develop

Slovenian companies are taking a comprehensive approach to the new concept of Industry 4.0 and are keeping step with this rapidly developing field.

Nina Šprohar, photo: Tadej Kreft

Slovenian companies and enterprises are taking a comprehensive approach to the new concept of Industry 4.0 and have managed to keep up with this rapidly developing field.

Professionals and entrepreneurs presented best practices and ICT (information and communications technologies) solutions through practical applications. "The concepts mainly come from Germany and the USA, and Slovenian companies are working on how to implement them in Slovenia," says Marjan Rihar, PhD, Director of the Chamber of Electronics and Electrical Industries of the Chamber of Commerce and Industry of Slovenia and one of the organisers of the Best Practice Day conference, who is proud that we have companies and enterprises in Slovenia which are taking a comprehensive approach to the new concept of Industry 4.0 and have managed to keep up with this rapidly developing field. "The important thing," says Rihar, "is that these companies instil a culture in their employees in which Industry 4.0 can grow and thrive."

Industry 4.0 involves everyone at the company, from senior management to production workers, since all employees require training and qualification according to its guidelines. "We looked at this way of thinking from various perspectives, including the integrated approach and the sustainability aspect, and we have to have oversight of cost optimisation and develop the principles of lean manufacturing for Industry 4.0," says Rihar.

Purpose-Built Platforms Most Suitable for Slovenian Companies

Efficient ICT platforms are an important part of Industry 4.0. Individual suppliers presented the advantages and disadvantages of these systems, which generally operate on complex, universal platforms, which are efficient as far as they go, but for small companies they are very difficult to apply, since the majority of such companies lack a workforce qualified to use these kinds of systems, and administrators do not have enough experience with such small companies and have a hard time adjusting to the individual dynamics of these companies. But they can also operate on their counterparts, in the form of small, purpose-built platforms that operate according to the principle of "from the bottom up". Furthermore, the wide range of solutions that are compatible with Industry 4.0 are gradually forming a whole, since they are interoperable. It is also possible to use several smaller platforms to create a high-quality operating system with functions adapted to the individual company. "This is a very hot topic right now, and the participants have found these methods to be extremely useful for the implementation of Industry 4.0.," says Rihar.



Digital Lean Allows Testing of “What If” Scenarios

Niko Heraković PhD of the Faculty of Mechanical Engineering in Ljubljana presented the advantages and disadvantages of the traditional principles of lean manufacturing and its potential upgrading in Industry 4.0 through digitalisation and the industrial IoT (Internet of Things). In this way we can use mass data and process it accordingly in order to achieve new savings that could not be achieved using the classical approach. Heraković believes that “digital lean allows us to test ‘what if’ scenarios and hypotheses, as well as to make financial evaluations of them in the digital environment without assuming any risk”, and therefore such systems are exceptionally effective in practice. The company Demetra Lean Way presented a solution that allows companies to reduce waste. Their product, called Performance Storyboard, is a form of continuous improvement, lean management software that includes a range of tools for implementing continuous improvement processes and more. With Performance Storyboard, companies can achieve their strategic objectives more efficiently, manage key performance indicators (KPI), solve problems, carry out projects for eliminating chronic losses or waste, manage classical activities, deal with adverse events and other potential sources of error, systematically monitor processes and structurally manage major machinery breakdowns.

company’s five main strategic areas: consumption of resources, material scarcity, use of conflict minerals (3TG), waste growth (especially e-waste) and labour standards throughout the supply chain. “In order to create solutions, we have developed a three-tier sustainability strategy, which is firstly aimed at building a culture of sustainability and action across the company, bringing direct results, secondly, ensuring sustainability throughout the supply chain, and thirdly, building partnerships, or better, creating



Iskraemeco's Three-Tier Sustainability Strategy

With its smart metering devices, Iskraemeco is part of the electronics industry as well as the energy industry, offering integrated energy management solutions. Both of these industries are very dynamic in nature, use various resources and materials, and have large supply chains for metals, plastic and electronic components. Consequently, they have a large footprint and effect on our environment and society as a whole. Five main global issues have become the

an understanding of the urgent need for sustainable business models,” say company sources.

The solutions to the above issues include a neutral CO₂ footprint of the products and company, the integration of the principles of circular economy, “one planet design”, transparency, ethics, material innovation and more. Iskraemeco’s latest meter design is modular, with a 20-year life cycle. It is flexible, updatable and fully recyclable. “In packaging, we have completely eliminated the use of plastic

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Representatives of Revoz presented the digital transformation of their production facilities. The presentation was selected as the best practice based on a survey of the attendees.

and reduced the use of cardboard by 50 percent. We have achieved 85-percent transparency of our supply chain to the level of chemical composition and are doing everything in our power to implement higher environmental and labour standards throughout the supply chain. We have substantially reduced the use of materials in the new meter design. For example, in a single project, we use 315 tons less plastic, which consequently lowers our CO₂ footprint,” they add.

They also try to raise awareness among their customers and other stakeholders by sharing the knowledge they have gained. This approach is revolutionising the way we used to tackle sustainability and circularity issues in metering and the electronics industry in general.

Digital Transformation at Revoz

The presentation by Revoz was selected as the best practice based on a survey of the attendees. Representatives of Revoz presented the digital transformation of their production facilities. They optimised their production processes at the factory, made their production capacities more flexible following the standardised method, reduced start-up time and increased quality. They also stressed the

importance of the transition from specific processes and manual production to flexible robotised cells. “The digitalisation of critical points and work operations associated with individual jobs can be used to reduce specific cognitive loads on workers, increase management efficiency and monitor the efficiency of the work process,” they said. The first practice that they presented was a dynamic information readout in real time, associated with a specific area of work, where employees could access information about quality and any exceeding of time cycles or bottlenecks, and the contents of the individual screens can be set remotely. Another best practice was the control centre in the body department, which is also a shared space for monitoring and decision-making in real time. Managers can monitor bottlenecks, work in process and videos of the automated process, issue notices and organise work according to the current situation, and input additional information.



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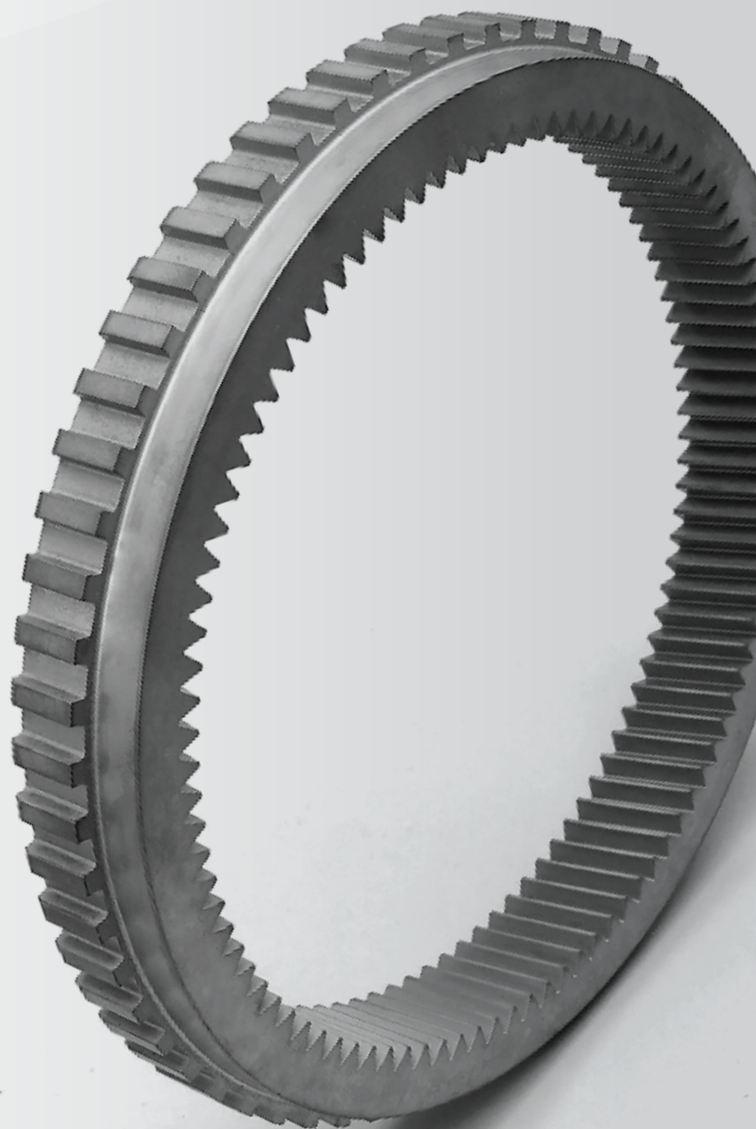




Photo: Elan

Products You'll Want to Have

Slovenian companies are successfully converting their expertise into great products in all areas, satisfying even the most demanding customers.

Compiled by Barbara Perko

The demand for tampons made from organic cotton has increased in the last few years.

Increasing Demand for Tampons Made from Organic Cotton

Consumers are displaying ever greater levels of environmental awareness when it comes to sanitary products. Having noticed increasing demand for tampons made from organic cotton in the last few years, Tosama are working hard to find new, more environment-friendly materials. "As far as tampons from organic cotton go, it is the US market, where we have been operating since 2014, that is primarily opening up for us," say the company. They add that

these tampons are mainly applicator tampons, which they manufacture for brands such as Honest (owned by Jessica Alba), Cora (an American brand) and Kimberly-Clark (a Kotex brand).

Their digital/classic and applicator tampons are also carried by several strong global brands. "In the US, we provide products for chains like CVS and Target. We cover the Edeka, Netto and Rossmann chains in Germany, Carrefour in France and Colruyt in Belgium."

The company say that they are always looking for new partners; they also apply to various European calls for tenders. "We also look for potential new customers at the PLMA fairs that take place every year in Amsterdam and Shanghai. We see large potential for growth mainly in the US and China."

Sales of Ski Boots Are up Almost 40%

Alpina exported more footwear last year, both fashion and sport. They are particularly proud of the increase in sales of ski boots, where they have achieved quantitative growth of almost 40%. "In a short space of time, we have managed to develop boots for ski hire outlets using our innovative solutions. Moreover, we have, with the right market approach, increased our sales on the markets of North America, Europe and China. This has turned us into one of the most important



Photo: Tosama



“Vibram®, the world leader in high performance rubber soles, and Alpina have been growing a partnership for many years. The collaboration has produced quality, innovation and design.

We have chosen each other in order to grow in style, performance, and technology. Two different companies, but with a shared goal: to create the perfect boot with a unique sole for every kind of outdoor sport. We base our success on a strong partnership.”

Davide Canciani – Global Marketing Director, Vibram S.p.A.

Photo: Alpina

manufacturers of this type of footwear and a strong competitor to the larger brands,” say Alpina.

One of their recent products, a women’s hunting boot with a built-in heating system, was launched onto the market alongside a men’s version. According to Alpina, the innovative heating system makes it unique to the market. In the fashion segment of their business, they have developed new models of men’s and women’s shoes for sensitive feet. According to Alpina, their specific characteristics make these shoes the most comfortable in the company’s everyday wear collection.



Photo: Alpina

The best from Paloma

Paloma is a public limited company with a 145-year tradition in the manufacture and marketing of hygienic paper products in Europe, and is the leading brand in Adria region. Since 2016 Paloma belongs to SHP Group which is the largest producer of tissue paper products in the Central and Eastern Europe.



www.paloma.si



Photo: Alpina

“Rottefella have had a close partnership with Alpina ever since the Rottefella NNN system was introduced. As the two leading brands in the cross-country industry for decades, we have unique skills in our respective areas and together we develop world-class products. In our view, Alpina are the best shoe-maker in the world, delivering products used by all categories of skier, from small kids to top athletes. Having everything from product development to engineering to production within one company is extremely important – and we see that when our two companies work together, we deliver excellent results. Together we have 165 years of experience in the sport we all love and are passionate about.”
Torstein Myklebostad, CEO

One of Alpina's recent products is a women's hunting boot with a built-in heating system.

Alpina are a very well-established brand on export markets, particularly for sports footwear, which is why the company are trying to sell their best and most innovative products under the Alpina brand on foreign markets. They also work with other brand names, including by manufacturing cross-country ski boots for three well-known companies and ski boots for a major client.

Interest in Non-European Markets As Well

The company's exports continue to be oriented towards their key markets. “The cross-country ski boot segment mainly comprises Norway, Sweden, Finland, the US, the Czech Republic and Russia, while for ski footwear it is mainly the US, Canada and the Czech Republic. Sales of fashion footwear are oriented towards the markets in which the Alpina brand is already established: Germany, Russia, Ukraine, Romania, the UK and the Baltic countries. We are also trying to expand to new markets outside Europe,” say Alpina. They are in the process of strengthening the outdoor footwear segment in order to reduce their dependence on winter sports lines, and are preparing to enter the lightweight trekking and urban sportswear segments.

When developing fashion footwear, the company's objective is to create footwear that provides an optimal fit for the user and a range of functional solutions. Years of experience with laser foot scanning led to the design of the BINOM footwear concept. Because of its specific features and adaptability to the contours of the foot, it has acquired a wide circle of loyal users. They are also currently developing a fully revamped collection of men's and women's BINOM footwear, and are planning to increase sales in all departments this year – sports, fashion and the retail network. The annual target for the cross-country footwear segment had almost been met by September. Most sales are to Scandinavia, where Alpina are the leading brand and are increasing their market share despite pressure from the big players.

Folding Skis Attracting Attention

Elan are known on the global market for being an innovative company, and they create quite a few firsts for the sector. “Top spot certainly goes to the Ibex Tactix folding skis, which was given a ‘Best of What's New’ Award in the recreation category by the prestigious Popular Science magazine, which covers a very wide spectrum of science and technology and is read around the world. This represents exceptional success, as it gives us brand profile in the media beyond the skiing industry,” say Elan, adding that the product also received a Design of the Year Award at the opening of the Month of Design event and a Gold Award for innovation from the Chamber of Commerce and Industry.

Last year has also been an important one for Elan's boating division with the unveiling of the new GT Line, with the company putting its many years of expertise and experience in manufacture of sports and cruising yachts to good use. According to the company: “The result is the superb Elan GT5, which makes no compromises when it comes to features and overall comfort.”



Photo: Elan

Betting on the Brand Name

"I'm convinced that our brand name is one of the key factors in the company's long-term value, which is why we put all our effort and energy into developing products and carrying out activities that strengthen the global profile and attractiveness of the Elan name. As part of these efforts, we opened the Elan Alpine Skiing Museum at our headquarters at the end of June. This makes us the only ski manufacturer with its own museum," say the company.

As a company oriented towards development and quality, they also have a presence on the B2B market, particularly in the field of complex composite products. "Among other things, our products are incorporated into wind farms, which gives us a good marketing opportunity in the composite products field," say Elan.

The firm are currently putting the finishing touches to their 2019/2020 winter collection, which will, they say, feature an extensive set of new and interesting innovations. These include products as well as other solutions.



Photo: Elan

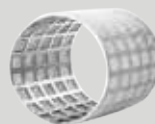


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Photo: Lisca

Foam-Padded Bras Perfect in Every Way

Lisca, who sell products exclusively under their own "Lisca" and "Cheek by Lisca" brands, are fully in tune with the growing "positive self-image" trend and are responding to the increasing demand for larger-size lingerie by expanding their range of deep-cup bras. It is now possible to choose bras with an "H" cup size in contemporary and trend-setting lingerie styles.

The new "Bella" line offers seamless, versatile panties and bras in a trendy minimalistic style that makes them invisible under all sorts of clothing. They are an essential part of any woman's wardrobe.

"We should also mention the unique new 'Victoria' spacer bra, which features cups made from special 'Spacer' foam, with filaments that create 3D air pockets between the foam layers," say Lisca. These air pockets make it easier for air to pass through the cups, while the foam balances the passage of cool air from the environment with the warmer air created by body temperature. The bra is incredibly light and airy, and provides optimal fit.

In addition to a new contemporary line of lingerie and swimwear featuring the latest fashion trends, the company are readying a range of new "shaper" products made from revolutionary 'clean-cut' Italian fabrics.

Although Lisca have a well-developed network of distributors on all key markets, they are currently

seeking a serious partner for Saudi Arabia and Azerbaijan.

Conquering the World of Fountain Pens

Vivapen, a family company, are one of Europe's leading manufacturers of fountain pens, ballpoints, markers, ink erasers, ink cartridges and inks. Their products are used by leading brands such as Faber Castell, Pelikan, Lamy, Staedtler, A. T. Cross and Online. "We sell almost 99% of our entire output on foreign markets and sell all our own products," says Petra Melanšek, Director. "Our products can be found in nearly 40 countries around the world. Of course, we are always keen to conquer new markets in the Middle East, North Africa and the Arab countries."

They are currently developing a new model of fountain pen, a ballpoint pen, and two automated, semi-robotic production lines for printing and product assembly.

Paloma Toilet Paper Won't Clog the Drains

Paloma rolled out its new Paloma Smart Care toilet paper, which is based on sustainable production and design, and on its fast dissolving in sewage pipes and degrading in septic tanks after use. The toilet paper is made of carefully selected 100% cellulose fibres from a PEFC controlled source, without chemical additives to accelerate the dissolving process. Upon contact with water, the cellulose fibres swell and disintegrate into individual particles up to three times quicker than normal toilet paper. Thus 90 percent of the paper dissolves within the first 30 seconds, which leads to fewer problems with clogged drains and unpleasant odours from septic tanks and sewerage pipes. "The paper is particularly suitable for ecological septic tanks and organic treatment plants. It is made to be used in mobile chemical toilets and for lavatory facilities in mobile homes, caravans, boats, aircraft, etc.," say sources at Paloma. In addition to its exceptional resilience during use, the paper is distinguished by its softness and its dermatologically tested certificate.

Elan is the only ski manufacturer with its own museum.



Photo: Andraž Purg

Paloma Smart Care also helps reduce negative impacts on the environment while saving maintenance costs. "Even the design of the product is sustainable, as the rolls are very compact, which means that we use less external packaging, and save on cardboard cores and on warehousing and transport costs," say sources at Paloma, who add that it also reduces environmental impacts from the perspective of optimising transport. The product proudly bears the European Ecolabel (environmental daisy) certificate. To market Paloma Smart Care paper, they hope to establish connections with suppliers or retail systems operating in the nautical and caravanning fields, and various types of public transport such as maritime, rail and air traffic.

In the territory of the former Yugoslavia, Paloma is an important supplier of semi-finished products, i.e. parent rolls of paper which are later processed into smaller or more specialised personal hygiene products. Semi-finished products are offered only in the nearby region owing to transport costs. Continuous improvement of their processes and the quality of their products allows them to compete on the European market with much larger companies, and some of their products, whose prices must include the transport costs, are even sold on other continents.



Photo: Paloma

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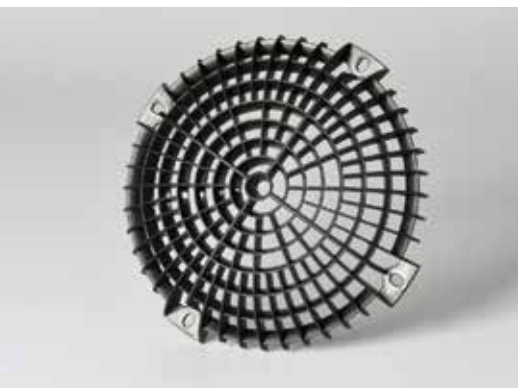
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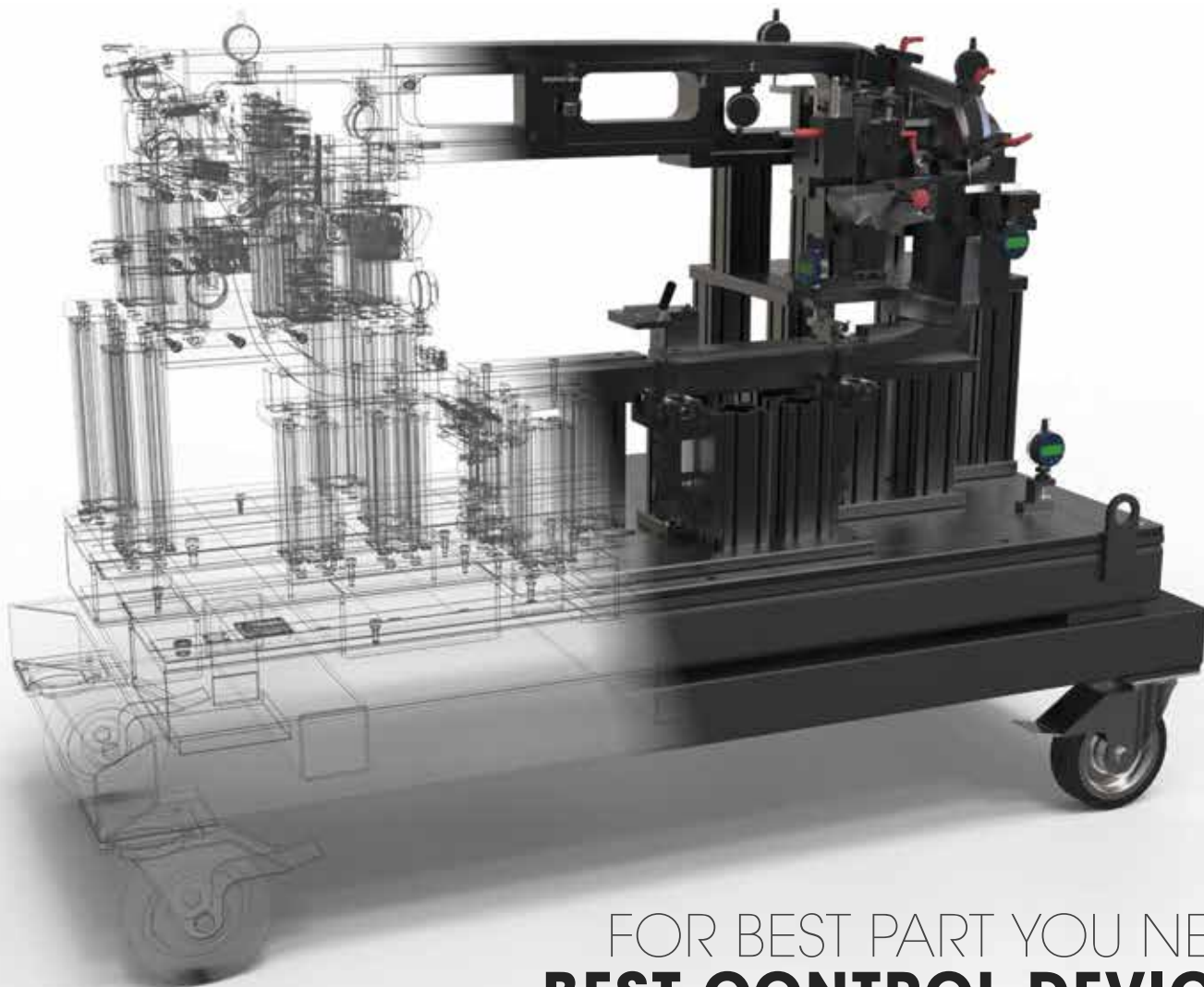
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